

# GRAIN & FEED JOURNALS CONSOLIDATED

Vol. LXXXII. No. 10

Chicago, Ill., U. S. A., May 24, 1939

Price \$2.00 Per Year. 25 Cents Per Copy

*A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter*

Forty-six High Power Fire Engines and Two Powerful Fire Boats  
Were Unable to Prevent the Complete Destruction  
of Five Large Frame Iron Clad Elevators on the Calumet River in South Chicago  
Following Explosion of Grain Dust in Calumet Elevator "A"

(See pages 426, 427 and 429)





# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

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Grain & Feed Journals Consolidated, a merger of Grain Dealers Journal (Est. 1898), American Elevator & Grain Trade (Est. 1882), Grain World (Est. 1923), and Price-Current-Grain Reporter (Est. 1884). Published on the 2nd and 4th Wednesday of each month in the interest of progressive wholesalers in grain, feed, and field seed. 332 South La Salle Street, Chicago, Illinois, U. S. A. Price \$2.00 per year, 25c per copy. Entered as second class matter November 27, 1930, at the Post Office at Chicago, Ill., under the act of March 3, 1879. Vol. LXXXII. No. 10. May 24, 1939.

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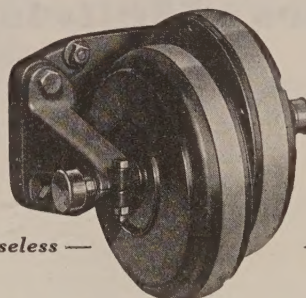
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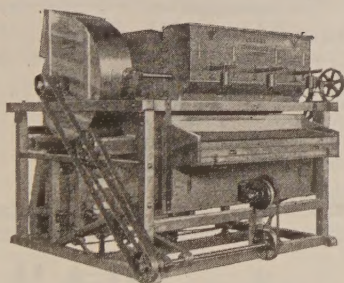
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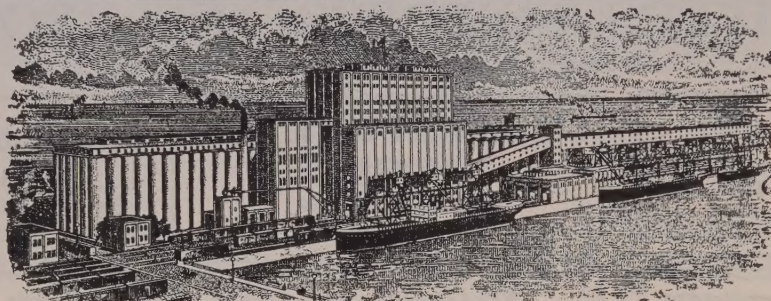
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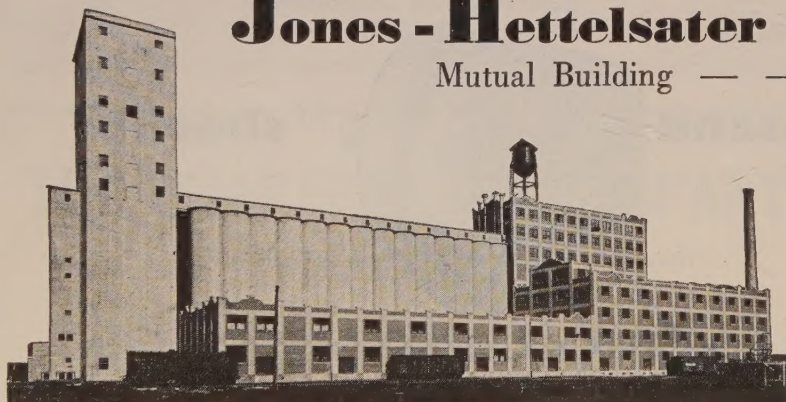
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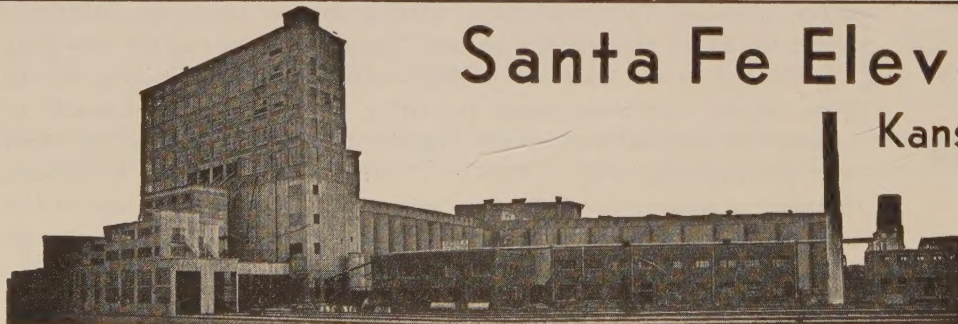
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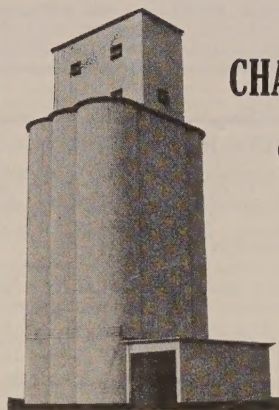
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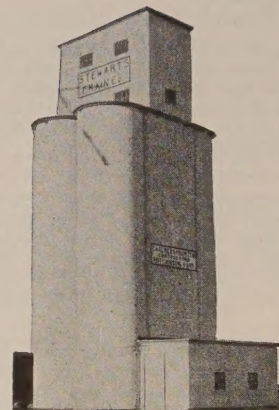
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**EASTERN INDIANA**—Small, modern, quick handling elevator for sale; good grain territory; grain, coal, feed and seed business; hammer mill and ton mixer; electric power, easily operated by one man; good reason for selling. Address 82K8, Grain & Feed Journals, Chicago.

**ILLINOIS**—Country grain station for sale; on C&EI Ry., in the heart of corn belt; plant consists of two iron clad, cribbed elevators, detached ear corn crib with built in elevator, all operated by gasoline engines, coal sheds, seed house and frame office building with scales, all buildings in good physical condition. Principal crops, corn, oats and soy beans, normal annual business 300,000 bushels, will run more than that amount present fiscal year. For detailed information, address Lock Box No. 126, Gilman, Ill.

## ELEVATOR WANTED

**WANT TO BUY** concrete elevator at country station in Central Illinois; must be doing good business. Also want to lease Illinois elevator in St. Louis territory. Address 82 J 11, Grain & Feed Journals, Chicago.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

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**AM QUITTING BUSINESS**; Richmond (Minn.) Feed Mill and Elevator; well located; terms; correspondence, inspection invited; particulars by owner. L. L. Nerlien, Richmond, Minn.

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**I HAVE** a prospective buyer for a 500 barrel, or larger, flour mill and feed mill combined, or a good feed mill with plenty of warehouse storage, located in Northern Indiana. All answers held absolutely confidential. F. W. Mann, P.O. Box 67, East St. Louis, Ill.

## SITUATION WANTED

**POSITION WANTED** by married man, 23 years' experience in grain, feed and coal business; best of reference; competent to take full charge of a plant. Charles C. Inglis, Alexandria, Ind.

**WANTED**—Position in country elevator by man forty years old with family; can give ten years' experience in handling, caring, sampling and inspection of grain; will be interested in anything steady with a future. Peter Deatherage, 1307 Montgomery St., St. Louis, Mo.

## HELP WANTED

**WANTED**—Foreman to take charge of feed mixing plant; must have experience and thoroughly capable of handling machinery and men. Address P.O. Box 76, Dayton, Ohio.

**WANTED**—A solicitor for grain consignments on commission basis, particularly interested in barley; can offer very good proposition. Iowa, South Dakota and western Minnesota territory. Address 82K6, Grain & Feed Journals, Chicago.

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**PROVEN NECESSITY** for grain elevators, flour mills and processing plants. Outstanding opportunity for sales volume. Must have auto and sell on good commission basis. Territory open in East, Southeast, West and Northwest. State experience and qualifications. Address 82D13, Grain & Feed Journals, Chicago.

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**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

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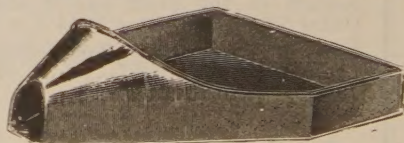
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**FOR SALE**—Rebuilt Attrition and Hammer Mills, Mixers, Corn Cutters, Engines, Motors, Etc. Weaver Sales Corp., Corn Exchange, Minneapolis, Minn.

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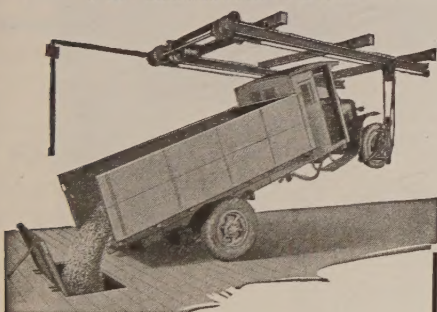
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**WANTED**—Used Boss Airblast Carloader. J. E. Pumphrey, Maunie, Ill.

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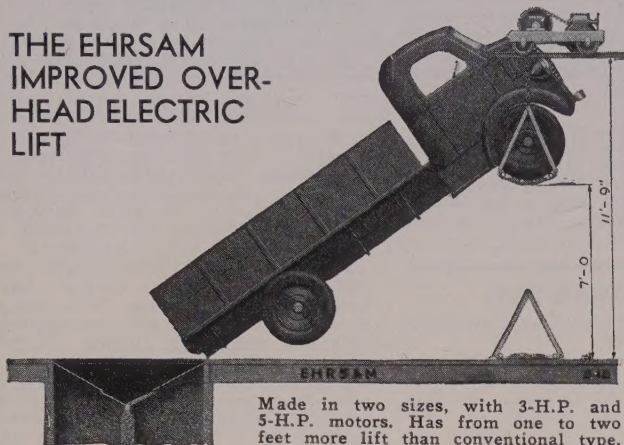
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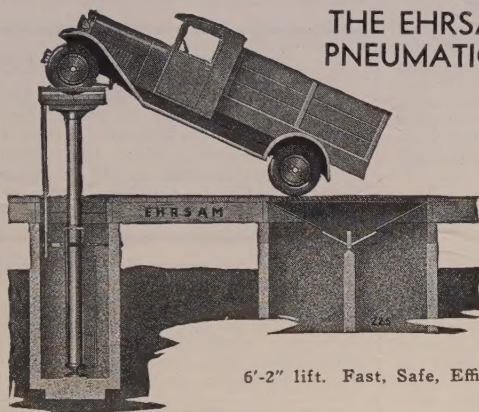


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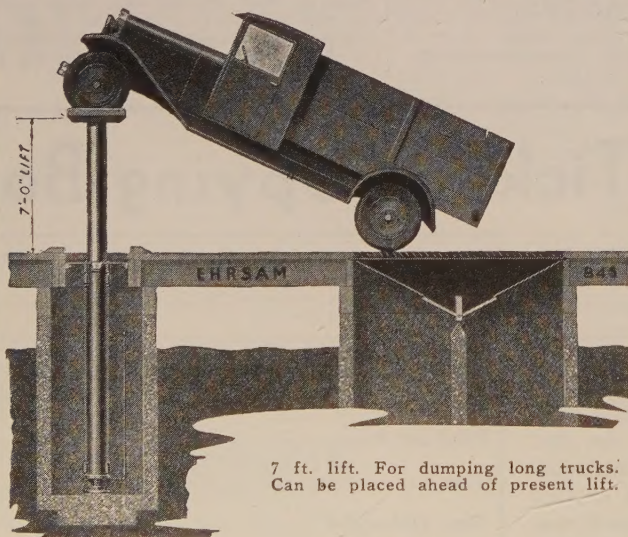
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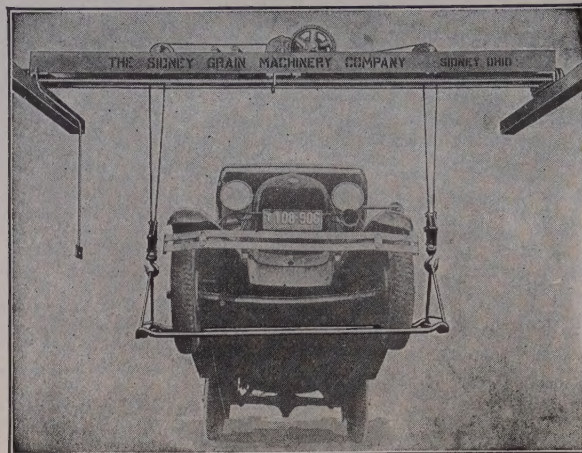


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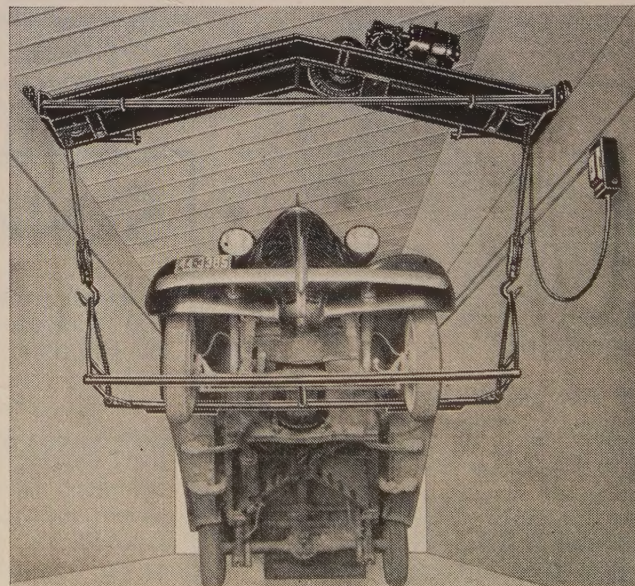
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# GRAIN & FEED JOURNALS

CONSOLIDATED  
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.  
Charles S. Clark, Manager

A merger of  
**GRAIN DEALERS JOURNAL**  
Established 1928

**AMERICAN ELEVATOR &  
GRAIN TRADE**  
Established 1882

**THE GRAIN WORLD**  
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Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

**SUBSCRIPTION RATES** to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

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**THE ADVERTISING** value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., MAY 24, 1939

THE REFUSAL or the neglect of Congress to relieve grain shippers of competition offered by trucker merchants and others able to use the barge lines has induced all shippers' associations to persist in demanding lower freight rates from the rail carriers and at last some of the carriers are disposed to grant reductions that will enable grain merchants, having elevators on their lines, to compete with those who have been taking their business the last several years.

THE URGENT demand for faster handling legs in country elevators is traceable direct to the fast harvesting combines, machine corn pickers and the large barges. New country elevators reported in this number with two legs, each having an elevating capacity of 5,000 bus. per hour show that grain handling facilities are rapidly being enlarged. The extra cost of the larger legs is trifling when compared with the time saved for the grain transporters and the elevator operators.

NOTWITHSTANDING, the collapse of the government's plan for fixed prices for butter and eggs, misguided Congressmen persist in introducing bills providing for fixing prices for all farm commodities. These dullards seem unable to comprehend that the law of supply and demand has far more influence on market values than the actions on Congress.

TRADE BARRIERS between states enacted in the guise of inspection taxes, use taxes and port of entry laws may be declared invalid by the Supreme Court, judging from its unanimous decision recently in the Florida cement inspection tax, the court being keen enough to discover this was not a tax but an attempt to keep out cement from Belgium and Denmark, and therefore invalid.

INDIANA and some other states are enforcing new laws requiring grain buyers to keep a complete record of every purchase of grain or seed so that in case of same having been stolen, the chances of arresting the thief are materially increased through this record of the thief's unlawful sale. No grain merchant will buy grain which has been stolen or is covered by a lien, because he cannot afford to pay for grain twice.

COUNTRY GRAIN elevator operators are almost a unit in demanding increased pay for handling government grain from trucks to box cars. No grain dealer of experience believes it is possible to handle corn for 2 cts. a bushel, or wheat for 2½ cts. and guarantee shipping weights, yet none protested when told what would be their meager compensation for the storing and handling of grain which governmental agencies had accumulated.

GRAIN MERCHANTS everywhere have got the improvement fever in earnest and are so completely convinced of the great advantage of installing larger storage and faster handling facilities that better facilities are being provided on a larger scale than for years. Our news columns this number not only contain reports of 40 new grain elevators and annexes, but they contain many other reports of the installation of better and faster modern machinery for every department.

SO MUCH grain covered by government loans has been offered for sale at country elevators, cautious buyers are refusing to pay for grain delivered by strangers until they have given satisfactory proof of their identity and ownership. Buyers who print on the face of checks used in paying for grain, "Given in payment for grain free from lien or mortgage," obtain some measure of protection because farmers hesitate to endorse the statement unless it be true. Obtaining money by false pretenses or misrepresentation is a statutory crime.

THE CONTINUAL agitation of the grain trade for the more general use of better seed and the larger yields of pure varieties of grain is bearing real fruit for both growers and handlers. The test plot experiments are convincing all interested that results can be greatly improved with little expense and more are cooperating willingly than ever before.

EARLY this month the grain commission merchants organized an association for the defense and promotion of their common interests and the Illinois ass'n has taken up their cause and adopted resolutions in their behalf. All grain trade ass'n leaders have a full appreciation of the valuable service rendered by the grain commission merchants and a deep sympathy with the purposes of the new organization.

THE AAA directors of crop insurance have discovered another awful emergency, disclosing the failure of the Sec'y of Agriculture to instruct the Weather Bureau to provide conditions that would help cooperating farmers to produce the grain expected from their allotted acreage. Unless the weatherman is willing to give producers the usual assistance, none can make an accurate estimate of the acreage needed to feed the nation. To attain hoped for results all governmental agencies must pull together.

THE SPLENDID work of the crop improvement ass'ns of the spring wheat states has inspired the friends of the growers of mixed varieties elsewhere to conduct test plots in an effort to convince growers of the folly of planting inferior seed and thereby courting small yields and heavy discounts. Discriminating buyers are demanding wheat of pure variety and high milling quality and all that is necessary to supply their need is the careful selection of better seed, its cleaning, grading and treating before planting.

PRIVATE operators of trucks in connection with their business who make a charge for delivery or a higher price for distant delivery are in danger of being classified as public utilities requiring a certificate of convenience and necessity. Such a certificate they can not obtain. They will be ruled off the highways on this class of business and will have to turn the shipments over to a public trucking line with added expense and inconvenience. The remedy is to get under the protection of the state law by a special classification as "private carrier" as proposed by the Illinois State Uniform Motor Vehicle Laws Commission. Those opposing this recognition by the state are playing into the hands of the big trucking concerns. One farm journal in Nebraska is ignorantly opposing state legislation to place private-operated trucks under regulation by the state railway commission.



SELLERS of side lines to country elevator operators who send salaried or paid demonstrators to assist retailers of their products with a legitimate purpose to stimulate sales, are likely to run afoul of the Robinson-Patman Act requiring all buyers to be placed on the same competitive basis.

### "The Area of Production"

The administrator of the wage and hour law is putting so much into the law that was never intended and making rulings that work unusual hardship, that the members of many trades are up in arms against the unfair discrimination now effected through the enforcement of the unfair regulations.

The protest sent to Congress by the Texas association published elsewhere in this number clearly points out that the cotton broker is favored beyond measure by a seasonable relief from rigid regulations, while the grain merchant who competes with the cotton broker in some departments is denied relief from the regulations of hours of labor although grain is marketed more quickly than cotton.

It is unreasonable and unfair that any such relief should be handed to one class of merchants in any market to the disadvantage of others handling farmer products in the same market. Many grain merchants have protested direct to their representatives in Congress and thereby greatly improved the prospects for early relief for grain handlers during the farmers rush of grain from the fields to the elevators.

### Association Work Is Becoming More Effective and Popular

The reports of the various grain trade associations published in this number reflect not only more beneficial work for the trade at large, but the ready response of the trade in supporting the association program with more memberships and the prompt payment of dues.

The officers of the associations are becoming more alert to the opportunities to help members to better business conditions and to check and kill antagonistic legislation. Heretofore, active demagogues and agitators have taken advantage of the failure of grain merchants to keep their legislative representatives advised as to their legislative needs so the agitators have secured legislation that has handicapped and increased the difficulty of conducting business.

One most pleasing advanced step of the grain trade associations is that all secretaries are now co-operating with the secretaries of other trade associations in promoting the better interests of business. The commercial world is in dire need of protection from antagonistic legislation proposed by the misguided perverts who have no experience or understanding of business.

### Another Explosion of Grain Dust with Dire Results

Although some operators and superintendents of grain elevators persist in expressing doubt as to the wrecking of grain handling plants by explosion of grain dust the destructive explosions continue to cause fearful loss of life and large property loss. This last destructive explosion in elevator Calumet "A" at South Chicago puts at rest another heresy nursed by superintendents who have persisted in placing all the blame for grain dust explosions on concrete structures.

Calumet "A," like all the other elevators, doomed recently by its dust explosion, was of frame construction, iron clad, all having been erected during the closing decade of the last century. Every explosion of grain dust has found alarming expression in two or more explosions. As a rule, the first explosion is of small force, but of large importance because the first explosion dislodges so much dust accumulated on all ledges of the elevator. The following explosions are far more powerful and more destructive.

Observing engineers, recognizing the destructive agent with which they must contend, are now constructing all walls of cupola, Texas and basement of light material so as to offer small resistance to the force of the explosions and thus permit an expansion that will reduce the strain on the supporting frame of the structure. Glass and envelope tile can be replaced with little expense. Then, too, every effort is being made to ventilate leg casings and bins to the outside, not only to reduce resistance to the explosive gases, but to permit fine dust to reach the outside. While these precautions will, no doubt, help to minimize the possible damage and reduce dissemination of the fine dust, a dust collecting system that captures the dust at every point where grain is turned over and removes it immediately, thereby preventing the accumulation of the explosive dust greatly reduces the hazard.

One plant erected at Champaign in recent years is so clean that visiting superintendents are puzzled and amazed at the absence of accumulated dust on the ledges and walls of the plant. It is possible to prevent the freeing of the dust at points where the grain is turned over by installing suction fans on all machines and at every point where grain is delivered from a carrier belt or a spout. With a complete modern dust collecting system, the continual use of brooms is unnecessary and the laborious task of keeping the elevator clean is reduced to an idle pastime.

All these precautions are known to contribute largely to the reduction of the dust explosion hazard; however, they will not guarantee any plant against a grain dust explosion unless all facilities for keeping down the dust are maintained in

perfect working condition. We recall a visit to a cleaning elevator which operated almost continuously a number of cleaners and clippers. We hesitated to inspect the cleaner floor because the dust had accumulated to an unusual depth on all ledges, floors and upper surfaces. When the manager was interrogated about the alarming accumulation of grain dust, he said, "You know, we fully recognize our danger, but the owner objects to paying \$150.00 a month extra to operate our out-of-date dust collecting system." Although still standing, this great dust producer has not been operated for years.

The cost of installing and operating modern mechanical equipment for controlling dust is so small no owner of an elevator can afford to take chances with the risk of the destructive death dealing dust.

Anyone who doubts the economy of keeping down the dust and the hazards of operating a grain elevator should read carefully the results of the last explosion of grain dust profusely pictured elsewhere in this number.

### Getting Ready to Handle the New Crop

As the harvest season for 1939 approaches, grain dealers everywhere are planning needed improvements in their grain handling facilities and, doubtless, the movement of the new crop will find them better equipped to prepare new grain for market than ever before. The large trucks, the tractors and the combines are expediting the movement of grain from the field to the elevator, so that it behooves every elevator operator to put his plant in prime working condition before the movement starts. Not only are storage facilities being enlarged, but handling equipment is being speeded up and all grain will be thoroughly cleaned and placed in prime marketable condition without delay.

The use of anti-friction bearings and high grade lubricants effects such a reduction in the monthly bills for power that all are striving to increase the efficiency of each machine employed. The unusual activity in the building of new and the overhauling of old grain handling plants foretells of a preparation for handling larger crops than usual and without the usual delay and expense.

Elevator builders throughout the land report a better business than for years, so it is evident that the enterprising grain merchant has made up his mind to be ready when the new crop starts to move.

CROP IMPROVEMENT associations are all advocating the careful cleaning and treating of small grain seed and country elevator men are installing better grain cleaning equipment to their own profit and to the great advantage of their farsighted farmer patrons.



## Cost of Handling Grain thru Country Elevators

The outstanding fact disclosed by a study of the cost of operating a country elevator is that the cost per bushel is governed by local conditions.

The chief factor in cost is the number of bushels of grain handled annually thru the specified elevator; and this volume varies greatly between elevators in the same county, and in different years at the same station.

It follows that no average cost is just to the operator.

**Cost 5c per bushel.**—The most exhaustive study of country elevator operations was made 20 years ago by the Federal Trade Commission. In the crop year 1919-20 the Commission reported that 526 non-line country elevators paid out for wages \$1,675,408; for power, heat and light, \$152,562; for insurance, \$228,476; for taxes, \$135,772; for repairs, \$173,615, and for other items, \$671,143; total, \$3,036,977. The number of bushels handled was 61,323,133, the average expense being nearly 5 cents per bushel.

Of the 526 elevators, 74 handled 10,000 to 39,999 bus. at an operating expense of \$259,628 for 1,901,569 bus., or more than 13 cents per bushel. The high cost per bushel resulted from the small volume.

One hundred and sixty-three elevators handled 40,000 to 79,999 bus. each, or a total of 9,707,490 bus. at an expense of \$852,918, or 7.7 cents per bushel.

The 18 elevators doing the largest volume, over 340,000 bus. each, of business, handled 7,847,707 bus. at an operating cost of \$182,594, or 2.3 cents per bushel, on the average.

This comparison, 13 cents, 7.7 cents and 2.3 cents shows the effect of volume. Obviously to allow a house have a cost of 13 cents only 3 cents for handling is unjust, altho some of the elevators having a large volume can break even at 3 cents per bushel.

**Cost 4.7c per bushel.**—The agricultural college at Manhattan, Kan., collaborating with the U. S. Dept. of Agriculture, made an inquiry in 1923 on the cost of handling grain thru 150 elevators located in Kansas, the results of which were averaged as follows:

Overhead Expense	
Insurance on plant .....	\$ 140
Depreciation on plant and machinery, \$8,000 estimated value at 5%.....	400
Taxes .....	240
Salary of manager .....	1,500
Helper .....	450
	<b>\$2,730</b>

Operating Expense	
Insurance on grain .....	\$ 90
Telephone, telegraph, office expenses.....	140
Inspection and weighing .....	150
6% on \$8,000 working capital .....	480
Shrinkage, ½ of 1 per cent on 100,000 bus. ....	625
Power, heat, etc. ....	160
	<b>\$1,645</b>

Total .....\$4,375

This shows actual cost of 4.37c per bushel.

**Cost 12c.**—In Oklahoma and Texas a report by the Federal government Bureau of Agricultural Economics issued Oct. 15, 1927, gives the following costs per bushel of the pools operating in those two states for the following crop years: 1922, 12.56c; 1923, 12.42c; 1924, 10.44c; 1925, 15.91c; and 1926, 12.25c. In the year of lowest cost the elevators handled 8,710,276 bus. in 1923; and in the year of highest cost, 1925, the elevators handled 3,142,493, again emphasizing the importance of volume in determining handling costs.

**Cost 6.7c per bushel in Kansas.**—Professor R. M. Green of Manhattan, Kan., summarized the costs of 75 independent elevators in Kansas as \$2,518.28 for overhead expense, and \$3,212.52, average, for operating expense, plus \$278.98 earnings on investment. For this annual outgo there was earned only 5.5c per bushel to meet the costs of 6,009.78 or 6.7c per bushel, on the average 90,367 bus. handled. Professor Green included in the expense \$713.17 commission on 47,545 bus. sold thru receiver at 1½c

per bushel. These figures were for the year 1920.

**Expense 4.1c per bushel in Minnesota.**—In Minnesota 96 farmers elevators in the crop year 1927-28, according to the University of Minnesota showed a variation in handling costs from 1.8 cents to 29.2c per bushel.

The 10 elevators which received the most grain averaged 261,150 bus., but took trading profits amounting to only 3.9c.

Operating expenses amounted to 4.1c per bushel. The 9.9c average operating cost in southeastern and central Minnesota was nearly 4 cents higher than in the other two districts, on account principally of the small average volume of less than 103,000 bus.

**Cost 1.6c to 13.9c.**—In Colorado the Colorado Agricultural College found that in 1929-30 the cost of handling ranged from 13.9c down to 1.6c per bushel. Six of the elevators had an expense of 2c or less per bushel. All of these low cost establishments had a volume of more than 175,000 bus. Four having a volume of less

## New Chief of Kansas Inspection Department

Erland Carlsson of Lindsborg, Kan., has been appointed chief of the Kansas State Grain Inspection Department, to succeed A. B. Plummer, who resigned to go with the Quaker Oats Co. at St. Joseph, Mo.

Leaving college in 1908 he started as bookkeeper and stenographer for the Smoky Valley Roller Mills at Lindsborg.

Later he went with the K. B. R. Milling Co. at Marquette, Kan., where for 18 years he was sec'y-treas. While there this company handled eight outside grain elevators. More recently he was associated with the E. L. Rickel Grain Co., of Salina. He is well posted on the grain business.



Erland Carlsson, Lindsborg, Kan., Chief Grain Inspector of Kansas

than 175,000 bus. had an expense of more than 5c per bushel.

One elevator, named, in Colorado Bulletin 397 had a handling cost of 7.5c per bushel and lost 14c per bushel on its business in 1930-31, on 58,227 bushels handled. Another house handled 88,302 bus. at a cost of 7.6c and lost 4.3c on the year's business. One elevator handling the largest amount of grain, 984,705 bus., did so at a cost of 1c per bushel. Again, the volume is the controlling factor in expense per bushel and the volume of CCC grain handled thru any country elevator is not likely to be large.

Alexander Eisemann and Alexander Eise-mann & Co. have been found not guilty by the Commodity Exchange Administration of promoting the fraud charged against Joseph Buchhalter, William C. Durant, Catherine L. Durant, Clement B. Johnson, and H. W. Armstrong & Co., all of New York City, in cheating persons for whom futures contracts were made.

## 7-Million Acre Increase in 1940 Acreage Allotment

A national wheat acreage allotment for 1940 of 62 million acres was announced today by the Agricultural Adjustment Administration. The allotment, proclaimed by Secretary of Agriculture Wallace, is 7 million acres larger than the 55 million acres allotted to wheat farmers for 1939.

The increased allotment has been made because of a reduction in the prospective wheat supplies for 1939. The Agricultural Adjustment Act specifies that the national acreage allotment is to be determined each year on the basis of the prospective crop for the current year and the carryover of wheat in the United States in relation to prospective domestic, export, and reserve requirements.

The total wheat supply estimated for July 1, 1939, is 974 million bushels. A year ago, at the beginning of the crop year, the total supply was 1,085 million bushels.

The State allotments will be allotted soon to counties and then to individual farmers within counties. Wheat growers who comply with their 1940 allotments will be qualified for other advantages of the farm program, such as conservation payments, crop insurance, parity payments, if provided, and wheat loans if a loan program is in effect.

## Wheat Supply Under Marketing Quota Level

No marketing quota for wheat will be proclaimed this year, Secretary of Agriculture Henry A. Wallace has announced.

The announcement followed a determination that the total supply of wheat estimated for July 1, 1939, will not exceed the quota level established under the Agricultural Adjustment Act of 1938. This means a referendum among wheat producers will not be held this year on the question of a wheat marketing quota.

On the basis of available information the Secretary estimated the total supply on July 1 at 974 million bushels. The 1939 marketing quota level established under the Act is 1,021 million bushels, which is 135 per cent of a normal year's domestic consumption and exports of 756 million bushels.

The domestic consumption and export estimate of 756 million bushels equals the average yearly domestic consumption and exports during the 10-year period ending June 30, 1938.

The estimate of the total supply on July 1, 1939, includes estimates for the current crop and the carryover. The current crop is estimated at 704 million bushels and the July 1 carryover is estimated at 270 million bushels. For purposes of the Agricultural Adjustment Act, the carryover estimate does not include the crop insurance reserve on July 1.



# Explosion of Grain Dust Causes Destruction of Five Large Elevators

The largest grain elevator fire on record and one that will never be exceeded, since wooden elevators are no longer built, visited Chicago May 11 in the destruction of Calumet Elevators "A," "B" and "C," operated by Rosenbaum Bros., and "A" and "B," operated by the Norris Grain Co.

An explosion of dust in Calumet Elevator "A" shortly before 9 a. m. started the conflagration, which swept from building to building unhindered by the city fire department. In a few seconds the entire building was ablaze.

Radiant heat from Calumet "A" in half an hour had set fire to the peak of the cupola of Calumet "B," distant nearly 200 ft. to the east, from which direction a gentle breeze was blowing.

Calumet "C," 100 ft. farther east caught fire and at 10:26 a. m. exploded and burned furiously with Calumet "B," while Calumet "A" already was a pile of glowing embers.

Firebrands carried 300 feet from Calumet "A" set fire at about 10:30 a. m. in a window in the peak of the west wall of the 400 ft. long Norris Elevator "B" which was separated by a slip from the three burning Calumet elevators. Two fireboats in the slip withdrew on account of the heat.

Radiant heat from Calumet "C" set fire to Norris Elevator "A" after the fire had started in the more distant Norris "B," which was burning freely when "A" was only beginning to smoke, altho it was much closer to the burning Calumet houses across the 110 ft. slip.

At 12 noon and thereafter all five grain elevators were one large fire burning with a loud roar. The explosion in Calumet "A" broke windows for two blocks and blew out part of a concrete and steel wall.

North of Calumet "A," 34 ft. distant, was a double row of concrete tanks that smoldered from the heat and had their roof blown off.

LOCATION of the various structures is shown on the plat herewith, drawn to scale, the stream to the east being the Big Calumet River.

Calumet "A" was built in 1894, 222x98 ft. cribbed, of 1,000,000 bu. capacity, about 35 per cent filled, mostly wheat.

Calumet "B" was built in 1896, 156x154 ft., cribbed, 100 bins, 1,000,000 bus. capacity, 45 per cent load.

Calumet "C" was built in 1899, 176x178 ft., 159 bins, 1,000,000 bus. capacity, 45 per cent full.

The tanks were built in 1930, 95 ft. high, walls 8 ins. thick, 1,000,000 bus. capacity. These Calumet houses were owned by the Chesapeake & Ohio Railroad Co., leased to Rosenbaum Bros., Inc., and insured by the Continental-Illinois Bank & Trust Co., under a trust agreement with the railroad.

The Norris elevators were better known as the J. Rosenbaum Elevators, having been owned by that defunct corporation and now operated under a trust agreement by the Norris Grain Co.

Norris "A" was built 1894, 95x135 ft., of 650,000 bus. capacity.

Norris "B" was built 1895, 400x115 ft., of 2,000,000 bus. capacity. The Norris house contained 1,000,000 bus. of corn.

THE TOTAL INSURANCE on elevator buildings was \$890,775; on tanks, \$200,000; on miscellaneous buildings, \$54,000; on grain, \$2,070,206; on use and occupancy, \$200,000, and on grain charges, \$125,000.

The Underwriters Grain Ass'n carried a

liability of \$2,677,206, Lloyds perhaps \$600,000.

The Calumet houses were sprinkled but the system was wrecked by the explosion and no evidence is shown that it came into action, the water going to waste.

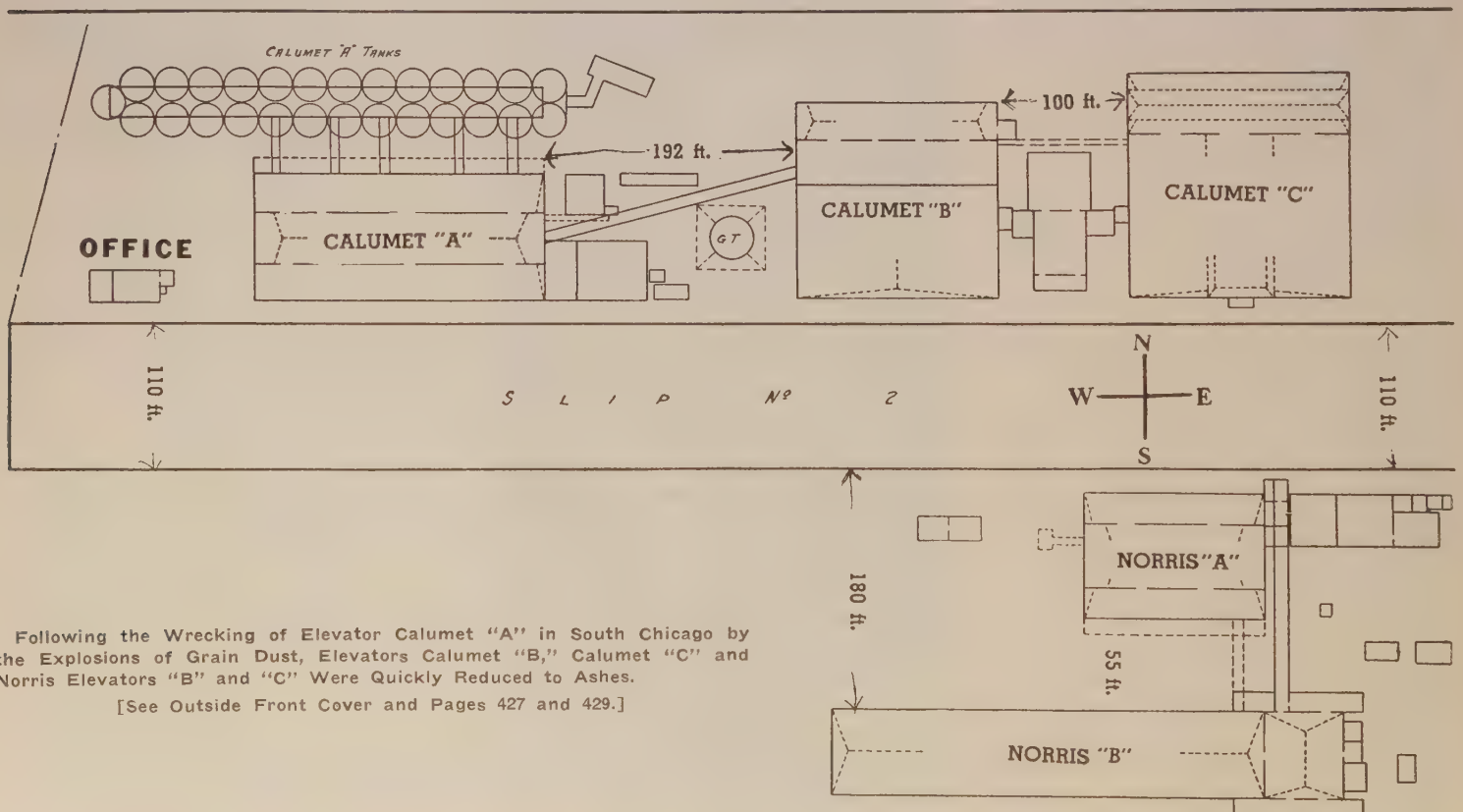
The heat and the danger to life kept the firemen at such a distance that their streams failed to reach into the fires. Sixty pieces of apparatus were summoned to the fire, and 450 firemen.

The Calumet houses were inspected May 9 by the Chicago Board of Underwriters and given a clean bill under Class I, Schedule F. The sprinkler equipment in the Norris houses was not in use, but they had been kept well swept for the past two years, the last inspection being Apr. 20. Contributing to the spread of the fire was the fact that the water curtains in the Calumet houses went out with the explosion that broke the pipes.

THE DEAD are Ernest Lindgren, a deputy weighman of the Chicago Board of Trade, 37 years of age, whose remains were identified by a dentist.

Eight employees of the Rosenbaum Bros.: David Marvin, a laborer, who died in the hospital; Joseph Vedigh, oiler, whose body was found; Louis Colberg, floorman; Bert Horner, cleaner man. Henry Kreil, spoutman; Linn Keefer, weighman, whose body was found; and Chas. Regashus, cleaner man.

WM. H. GASSLER, superintendent for Rosenbaum Bros., said: "I was in my office fifty feet from the elevator when there was a loud explosion and the roof of my office began to fall. There were four or five other men in there, but we all managed to get out through windows nearest us.



Following the Wrecking of Elevator Calumet "A" in South Chicago by the Explosions of Grain Dust, Elevators Calumet "B," Calumet "C" and Norris Elevators "B" and "C" Were Quickly Reduced to Ashes.

[See Outside Front Cover and Pages 427 and 429.]



"I ran as far and as fast as I could. When I turned around I saw the whole elevator ablaze, with fire coming out of the cupolas. I saw Clifford Oberg, an assistant foreman, pinned to the ground by a timber thrown by the explosion and two other men pulled him free."

Mr. Gassler and 9 employes were in the office. He states that no loading or unloading operations were in progress.

Of the 60 men on the payroll at Elevator "A" of Rosenbaum Bros. only 45 had reported for work that day.

R. A. GIBSON, a weighman, was walking on a runway between "A" and "B." He says: "All of a sudden there was a terrific explosion from 'A.' It knocked me flat. I ran as fast as I could to Calumet 'B' and got out of the building. Then I saw 'A' go up in flames. There was an auto standing near the elevator and it was blown 15 feet into the air."

Twenty firemen were injured.

In 70 years in the grain business Rosenbaum Bros. have never had such a fire, nor loss of life by fire. Their business continues uninterrupted in the Belt and National Elevators, Chicago, and at elevators in Omaha, Neb., and Savanna, Ill.

### Dust Explosions of 1938

Mar. 22, Minneapolis, Minn., Fleischman Malting Co., 2 killed, 6 injured. Loss, \$200,000.

Apr. 4, New Orleans, La., Public Grain Elevator, 5 killed, many injured. Loss, \$28,000.

Apr. 20, Grandin, N. D., Farmers Grain Co., 1 injured.

Apr. 29, Nashville, Tenn., Ralston Purina Co., 9 injured. Loss, \$20,000.

June 14, Nashville, Tenn., Gillette Grain Co., 2 injured, 1 killed.

June 11, El Paso, Tex., Paul's Flour & Feed Mill. Loss, \$6,000.

Sept. 9, Memphis, Tenn., Davis & Andrews. Loss, \$75,000.

Sept. 17, Enid, Okla., Pillsbury Flour Mills Co.

Oct. 22, Erie, N. D., Bolmeier Bros.

Nov. 16, Richmond, Mo., Hammacher Grain & Produce. Loss, \$75,000.

### Dust Explosions of 1939

January, Blackstone, Va., Blackstone Roller Mills. Loss, \$30,000.

Jan. 10, Kansas City, Mo., elevator of Commander-Larabee Milling Co., considerable damage.

### Ban on Contracting Future Delivery of Warehouse Receipts

The directors of the Chicago Board of Trade on May 9 sent to members the following notice, which is self-explanatory:

"It has come to the attention of the Directors that certain member firms have entered into contracts for the purchase and/or sale for deferred delivery of warehouse receipts for grain in store in Chicago.

"In the opinion of the Directors, this practice is unusual and irregular and is in violation of various Rules and Regulations of the Association and is detrimental to the interest and welfare of the Association under Rule 145.

"You are hereby notified that members are liable to discipline if they enter into contracts for the purchase or sale for deferred delivery of grain in store in Chicago or of warehouse receipts issued against grain in elevators located in the Chicago Switching District."

### Corn Millers in Confab

Without formal speechmaking the American Corn Millers Federation got together May 11 at the Morrison Hotel, Chicago, on a round table discussion of the food and drug act, the 1939 corn price situation, package differentials and the promotion of white corn production by farmers.

Officers elected for the ensuing year are: Pres., T. K. Fahy, Geneva, N. Y.; first vice pres., J. J. Mullen, Kankakee, Ill.; second vice pres., Spencer Werner, Paris, Ill.; sec'y, Harry Hunter, Chicago, and treas., Lewis De Burger.

Directors: C. A. Krause, Milwaukee; R. C. Miner, Wilkes-Barre, Pa.; G. A. Schafer, Philadelphia; J. Lloyd Ford, Shawnee, Okla.; Karl Juve, Battle Creek, Mich.; Max Miller, Omaha; Nelson Kelly, Mount Vernon; George A. McDonald, Chicago; W. W. Wright, Jackson, Miss.; J. F. Weinmann, Little Rock, Ark.; Boyce Forbes, Topeka, Kan.; John Beckum, Decatur, Ill.

Heavy wire screens of quarter-inch mesh at cupola windows will help to keep locomotive sparks and birds out of the elevator and protect the glass from stones.

The reason elevator operators, so fortunate as to have a good drier, keep them working nights, days and Sundays is that drying generally is a most profitable operation.

Americanism is an Unfailing Love of Country; Loyalty to its institutions and ideals; Eagerness to defend it against all enemies; Undivided Allegiance to the Flag; and a desire to secure the blessings of liberty to ourselves and posterity.



Photo by The Daily Times.

Elevators Norris "B" and "A" and Calumet "C" with Fire Boat in 110-foot Slip Separating the Elevators along the Calumet River in South Chicago.

[See Outside Front Cover and Pages 426 and 429.]



# National Legislation Affecting the Grain Business

By R. B. BOWDEN, executive vice-pres. Grain & Feed Dealers Nat'l Ass'n, before Illinois Grain Dealers Ass'n at Springfield.

The Grain and Feed Dealers National Ass'n, with which your state association is affiliated, maintains its headquarters office in St. Louis and also joins with the National Grain Trade Council in maintaining an office in Washington, D. C. Thru the Washington office we have had some interesting experience with national legislative proposals, and with the workings of the government departments. It is difficult to see the goal desired in all these legislative proposals that touch upon grain marketing, and sometimes we doubt that there is any definite goal, beyond that vague goal of agricultural relief which everyone desires.

**Legislate for Groups.**—It would perhaps be a fair statement to say that Congress and the federal departments are today answering quickly to the demands of large groups. Individual Congressmen probably will tell you that their goal is a solution of an economic problem; certainly many of the skeptics in the field believe that their goal is the capture of the greatest possible number of votes with the least effort.

Whatever their motive or goal, it seems that large masses of voters, groups if you please, are obtaining attention that is denied to the economic middle class, which remains unorganized except as to small and fairly ineffective groups.

Our own country grain and feed trade is within the middle class economic group, and now is being ground fine between the millstones of agricultural legislation on one hand, and organized industrial consumers on the other. We are part of what is called the distributive trades, few enough in numbers that we do not constitute any political threat of magnitude, and still large enough to be classed among the American business groups which have been relegated to the legislative dog-house.

To many of us, this seems a threat to democracy. Too many people feel that a majority government means complete surrender to the majority by the minority. The theory behind democracy is, in our opinion, entirely different, and we must be as jealous of the rights of a minority as the wishes of a majority. It seems a complete surrender of legislative sanity that there should be even a willingness to consider farm legislation which, as a by-product, would wipe out important sections of American business. We believe this because we believe the farm problem can be met without the destruction of other American business. To illustrate this, let me say that there have been at least two bills introduced into Congress at this present session which, if enacted into law, would almost completely disrupt the grain trade as we know it. Happily, neither bill seems to have much chance of passage immediately.

The trade is worrying today about the loan program under the Agricultural Adjustment Act. The legislation is so worded that the loan price could be near or above the market price in an average year. When the loan price is above the market price, it is inevitable that a great quantity of wheat or corn will go under the loan, and thus be held off the markets at the time when those markets are accustomed to handle harvest movements. Then, when loans are liquidated, important branches of the trade will be without their normal run of business if grain moves from loan storage directly into hands of the federal agencies.

The instance here can be found in the commission business.

Where a farmer has a loan on wheat, for instance, and does not care to redeem that wheat, it passes into the hands of Commodity Credit Corporation. The general practice of CCC is to order this grain into store or into terminal location for turning over to Federal Surplus Commodities Corporation. That process puts the grain thru without recourse to the cash grain commission merchant, and in any year where this quantity passing directly into C.C.C. hands would be large, it would mean a severe loss to the business of commission merchants.

**Handling Allowance Too Little.**—Another unwelcome by-product of this procedure is that the federal agencies moving their grain from farm storage to concentration storage, are inclined to name the amount to be allowed country elevators for handling the grain. They have set the corn handling allowance at 2c and the wheat allowance at 2½c. While in seasons of tight competition the country elevator may put his buying margin at times as low as this 2c per bushel on corn, it certainly is shown by all available figures that the country elevator cannot profit in handling corn at that charge.

As the business tends to move into the hands of federal agencies, the country elevator, commission merchant and other elements of the trade tend to become agencies of the government rather than independent warehousemen and merchandisers. When the grain business serves only as an adjunct of the federal government, with its rates, its rules and its labor charges fixed by federal law and regulation, that business will tend surely toward a government monopoly.

Oddly enough, the trade often has been stirred in the past by competition from co-operatives financed by government. Now we see these co-operative country elevators and co-operative marketing agencies at terminal markets in the same boat with our private trade; even with the favors allowed them

by the dispensers of federal business, they face, with us, the problem that comes with the participation of federal agencies into the grain marketing business.

Even if federal agencies could market and distribute grain at less cost to the nation as a whole than the costs of the present private and co-operative trade, they would still meet the protest that they are using taxpayers' money in a business which, by eliminating private firms, has actually reduced the total number of American taxpayers, and thus leaves the load greater per capita on taxpayers remaining in business. But we know they never have and never will handle the grain crops of America at less cost than the trade now handles them.

In the procedure now of handling grain to and thru the federal agencies, we believe it could be shown that they have hired more employes than they have displaced in the trade from whom they have taken business, altho we hasten to add the statement that these federal offices are under the management of practical and experienced grain men. It is no economic benefit if a government agency reduces marketing costs to farmers by shifting the costs to other taxpayers. Farm relief does not need to take that form, and we are convinced that the farmer, himself, does not ask that sacrifice.

**Fair Labor Standards Act of 1938.**—Under the act of 1938, country elevators employing seven men or less were given rather complete exemption from the wages and hours provisions of the Act because country elevator wages were normally far above the minimum, and because the hours of the elevator man must be suited to the hours of the farmer-producers. Many sections of the country elevator trade complained that the seven-man limitation was entirely unjust, and asked for relief. Farm organizations joined them in the request for relaxation of this definition of area of production, which limited the exemption to firms employing seven men or less. But in the Congress there was opposition in the naturally pro-labor labor com'te. The administration to be made in the Act, so these amendments were written by the com'te and came before the House a couple of weeks ago in a bill that certain amendments would the Norton bill.

This bill, as briefly as we can summarize it, completely takes away the total exemption as to hours and wages of country elevator employes. In its place it sets up a 60-hour week for the country elevator, with an un-

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for September delivery at the following markets for the past two weeks have been as follows:

	Option		May		May		May		May		May		May		May		May	
	High	Low	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
Chicago .....	75½	66	74	73½	73½	74½	74½	73½	73½	73½	74	73½	73½	73½	73½	75	75	75
Winnipeg* .....	68½	60½	68	66½	67	67½	66½	65½	65½	66	66½	66½	66½	66½	66	66½	66½	66½
Liverpool* .....	...	...	65½	65	64½	64½	64½	64½	64	64½	64½	64½	64½	64	63½	64	64	64
Kansas City .....	71½	63½	70½	69½	69½	71½	70½	69½	69½	69½	70½	70½	69½	69½	70½	71½	71½	71½
Minneapolis .....	79½	68½	77½	77	77½	78½	78½	78	78	77½	78½	78½	78½	78½	78½	78½	78½	78½
Duluth, durum .....	72	60	69½	68½	68½	69½	70	69	69	69½	69½	69½	69½	69½	69½	71½	71½	71½
Milwaukee .....	...	67½	74	74½	73½	74½	74½	73½	73½	74	74½	73½	73½	73½	73½	73½	73½	73½
Chicago .....	56½	49½	52½	52½	52½	52½	52½	51½	51½	51½	51½	51½	51½	51½	51½	51½	51½	51½
Kansas City .....	52½	46½	50½	50½	50½	50½	50½	50	50	50	50½	50½	50½	50½	50½	50½	50½	50½
Milwaukee .....	56	49½	52½	52½	52½	52½	52½	51½	51½	51½	51½	51½	51½	51½	51½	51½	51½	51½
Chicago .....	32½	26½	31½	31½	30½	31½	30½	29½	29½	29½	30½	30½	30½	30½	30½	30½	30½	30½
Winnipeg* .....	31½	27½	30½	29½	29½	30½	29½	29½	29½	29½	29½	29½	29½	29½	29½	29½	29½	29½
Minneapolis .....	29½	25½	29	29	28½	28½	28½	28½	27½	27½	28	28½	28½	27½	28½	28½	28½	28½
Milwaukee .....	32½	26½	31½	31½	30½	31½	30½	29½	29½	29½	30½	30½	30½	30½	30½	30½	30½	30½
Chicago .....	54½	42½	48½	48½	49½	51½	51	50½	50½	52½	53½	53½	53½	53½	52½	54½	54½	54½
Minneapolis .....	51	38½	44½	44½	45	47½	46½	46½	46½	46½	48½	48½	48½	48½	49½	49½	49½	49½
Winnipeg* .....	49½	39½	46½	45½	46½	48½	47½	47½	47½	47½	49½	49½	49½	49½	48½	48½	48½	48½
Chicago .....	39½	37	37½	37½	37	38½	38½	37	37	37½	38½	38½	38½	38½	38½	38½	38½	38½
Winnipeg* .....	41	33½	39½	38½	39½	40½	39½	39½	39½	39½	40	39½	39½	39½	39½	39½	39½	39½
Chicago* .....	84½	72½	84	84½	83½	83½	83	82½	82½	81½	82½	82½	82½	82½	81½	81½	81½	81½

\*At daily current rate of exchange; October delivery.



limited workweek during the 14-weeks' period of harvest time. But this would place the country elevator employe strictly on an hourly basis of pay, and his time of coming into and leaving the elevator each day must be recorded; a record must be kept of his daily work hours, and of his total work week. He would have to be paid time and one half for every hour over 60 hours worked in any one week outside of that 14 week period; during the 14-weeks' period he would receive straight time for as many hours as he worked.

Because farm organizations were asking for greater recognition than originally offered in the amendments, the Norton bill was revised to allow what was considered just enough leniency to farm groups to keep them from opposing the amendments. The amendments are now before the House, and there may be an attempt to put them thru under a suspension of rules. But even if the strict Norton amendments are passed by the House, they should meet some resistance in the Senate which may hold hearings on the bill and give the farm groups and agricultural trades a chance to be heard on this matter. It will be important that you let both your Representative and your Senator know your exact opinion on this matter. Your opinion should go to them before they vote upon these amendments, and should not merely go later in the form of a complaint if and when they have already voted upon it.

One of the weaknesses of our trade is that we are quick to write letters to members of Congress condemning them for taking action against our interests, without ever having written them previously, explaining our problems.

The interjection of the government into the grain business has brought us some really serious problems. We see taxes rising day by day until they become almost confiscatory; we see federal agencies tending to dominate the marketing of wheat, corn and cotton, and dictating the price at which they will allow the private trades to do the necessary physical handling of their supplies; we see the federal agencies giving unfair advantage to

groups within the trade, openly seeking to build up one group at the expense of the other; we see our hours and wages the subject of legislative restriction; we are held legally responsible for the collection of mortgages on grain, and even for collection of penalties against the producer if and when wheat marketing quotas are set. And on top of that the country elevator man is the innocent victim in the transportation fight between rails and motor vehicles. If we add up all these, and many other woes of the country grain man, we can paint a pretty dismal picture.

Self pity is a dangerous practice. We are not the only trade or industry suffering from government competition and high taxes, nor are we suffering most. If you think you are the especial victim of an illogical government spree, talk for a time to a man in the utility business, in railroading, in banking, in manufacturing. Then remember that we have even had some fair treatment at the hands of some of these government agencies which are, by law, monkeying with the machinery of our business.

We can flatly testify that, in many places, they could have written their rules and regulations in a manner to hurt us more than they have; that their administrators have more often than not been practical and experienced men, with a fair attitude toward the trade as far as the law itself would allow that attitude.

Instead of quarreling with these federal commissions, corporations and administrations that are often trying to fairly administer a law that hurts us, we must go back of them to the law itself. We elect the men who make these laws, and if they make laws that harm us, we should try by every proper means to get fair consideration from them.

Every time you hear a country elevator man, or terminal grain man, complaining about the present confused situation in the trade, ask him how often and how closely he has been in touch with his representative in Congress; ask him if he has taken enough active political interest in his own district to

know how his candidates vote in relation to his business, BEFORE they are elected.

You will answer that a few grain dealers and country elevator operators cannot match the voting power of a community of farmers, and that the politician will know this. But we repeat that the average farmer is not an enemy of the country elevator, and that the farmer as a class is interested in protecting a fair and healthy business in grain merchandising, rail transportation and banking to serve his ordinary needs. If a few spokesmen for the farmer give the impression that they are fighting the grain trade you can point to the fact that they offer no substitute marketing system. Frequently you can point to the fact that they seek merely to grab for themselves the business you are now doing, without change in the system or demonstrable benefit to the farmer. You have plenty of cases to point out in recent marketing history.

As a summary, it seems necessary that country elevator operators, like other grain men, must concern themselves more directly with the type of men elected to lawmaking positions in the state and federal legislatures. This is entirely an American privilege, and even a civic duty.

Know the men who are candidates, and know the ideas they have about grain marketing. After election, keep in touch with them upon matters affecting grain marketing that are proposed in Washington or in your State capitol. Give them your frank opinions, and your fair judgment. Compliment them when they have done good work. Reason fairly with them upon controversial matters. If only half of you would follow a program of this kind, you would be surprised at the results.

The average Congressman wants friendly counsel and trustworthy information; in brief, he wants to be right often enough to be re-elected. He will work with you, and he will vote, in a majority of cases, for the fair and decent thing as he understands it. It is the solution of the grain trade's disadvantages today, and insofar as we fail to use this method we must accept the accidents of bureaucracy.



Norris "B" and "A" Elevators, the Last of the Five Frame Elevators in South Chicago to Burn.  
[See outside front cover and pages 426 and 427]



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Holland, Ind., May 9.—Growing wheat looks very promising, as does winter oats. Farmers are planting or have planted corn. Heavy rains.—Holland Mills.

Burkburnett, Tex.—Our wheat and oat prospects are the poorest in many years. Oats practically a failure due to lack of moisture.—Burkburnett Gin Co.

Hampton, Neb., May 8.—The wheat crop is just fair; oats and barley are in good condition. We had a nice business the past year.—Carpenter Grain Co.

Hico, Tex., May 8.—Looks as if we will have 55 per cent oat crop; 50 per cent wheat; corn looks promising. No cotton season. Fair top moisture.—Martin & Ellington.

Doniphan, Neb., May 8.—Grain looks good in this immediate territory, but we need more moisture. There is lots of oats and barley here this year.—C. C. Beers, Doniphan Elvtr. Co.

Columbus, O.—Approximately 4,444 acres of wheat will be pastured or destroyed by 380 Platte County farmers who have agreed to dispose of excess acreage under the Agricultural Conservation program.

Madison, Wis., May 1.—The state's winter wheat production is now estimated at 954,000 bus. and the production of rye is estimated at 3,408,000 bus., both being under the 1938 crops.—Walter H. Ebling, Sr. Agri. Statistician.

Petersburg, Ind.—Less than 10 per cent of the wheat, alfalfa and clover planted in the White River bottoms survived the recent overflow. Farmers have been working in shifts in order to get their corn ground broke, the tractors being operated both day and night.—W. B. C.

Regina, Sask., May 10.—Dust storms which raked the Saskatchewan country the past three days, have apparently done but little damage to the crops. Farmers in various sections expressed the hope the drifting soil helped in some degree to rid the country of grasshoppers.

Killdeer, N. D., May 10.—Grain business has been an unknown quantity in these parts for several years. The past two years would have given a normal crop but for insect pests. Good prospects so far this spring, but 'hoppers have hatched by the millions the past few days. Cool weather has set in and extensive poisoning has begun, so there may be a chance for a crop.—Killdeer Grain Co.

Helena, Mont., May 13.—While the winter wheat acreage remaining for harvest on May 1 was slightly larger than that harvested last year, the yield prospect was indicated at but 16.0 bushels per acre, the indicated 1939 crop, 17,808,000 bus. 1,113,000 acres of winter wheat remains for harvest in 1939 compared with 1,046,000 acres in 1938.—J. G. Diamond, Sr. Statistician, U. S. Dept. of Agri.

Chicago, Ill., May 19.—Most of the deterioration since the May 1 crop appraisals were made has taken place in Kansas, Nebraska, Oklahoma, Texas, Washington and Oregon. Western and parts of central Kansas and Nebraska, central and southwestern Oklahoma, and west central and southwestern Texas appear to have had the greatest losses. Rather severe injury has occurred elsewhere in these states, but a limited amount of improvement may have taken place in some localities.—Gilbert Gusler, Statistician, Millers Nat'l Federation.

Minneapolis, Minn., May 19.—Drought, with its devastating effects, accompanied by strong winds, dust storms and high temperatures, has taken a heavy toll from the growing crops, especially the rye crop in the Northwest, and the winter wheat in the Southwest where the loss is estimated at around 25 million bushels since May 1st. Drought has also caused considerable loss to the winter wheat in the Pacific Northwest States, where it has also affected the spring wheat by retarding growth and proper development. Drought conditions over the Northwest spring wheat area at this season of the year are very discouraging, but germination was good and the crop is developing very slowly, cool weather being beneficial until rain is received.—Cargill Crop Bulletin.

Sydney, Neb., May 7.—South from Sydney to Goodland, Kan., there are a few wheat fields showing drought damage, but the bulk of that good crop can go from a week to ten days without rain. But south from Goodland to Syracuse, rain is more urgently needed except where a good shower fell recently thruout southwest Kansas which made some improvement to some of the damage done by root exhaustion which some claim reduced April first condition fifty per cent in the twenty southwestern counties of the state.—H. C. Donovan, statistician Thomson & McKinnon.

Springfield, Ill., May 1.—The yield per acre outlook for winter wheat on May 1 was estimated at 17 bushels compared with 18.5 bushels a year ago and the 10-year (1928-1937) average of 17.1 bus. This yield indicates a production of 32,504,000 bus. compared with 41,995,000 a year ago and the 10-year (1928-1937) average of 33,007,000 bus. Winter wheat acreage remaining for harvest is 1,912,000 acres compared with 2,270,000 in 1938 and the 10-year average of 1,922,000 acres. The acreage seeded last fall was 2,002,000 acres and abandonment was placed at 4.5%.—A. J. Surratt, Sr. Agr. Statistician.

Springfield, Ill., May 17.—Winter wheat made generally fair to good progress in the north, and mostly good to excellent in the south, with condition generally good to very good; much of the wheat in the southern half of the State is from 1 to more than 2 feet high. Much of the rye crop is heading. Oats are largely very backward, stands ranging from poor to good; not quite all of the crop is up. Pastures are becoming good, and alfalfa and clover are mostly good; alfalfa is nearly ready for the first cutting in Alexander County. Sowing of soy beans has begun in numerous localities over the State.—E. W. Holcomb, Statistician.

Sacramento, Cal., May 1.—The average seasonal winter and spring rainfall for the State was little more than half of normal, the principal deficiency occurring in the northern two-thirds of the state. Inadequate rainfall, together with frequent drying north winds during the spring months, seriously injured crops and resulted in material abandonment of wheat and barley, especially in the Sacramento Valley and in the west side area of the San Joaquin Valley. California's wheat crop in 1939 will only be about 74% of the 1928-37 average crop. Barley acreage is estimated at 1,267,000 acres; condition May 1 was 67%, or about 25,340,000 bus.—California Coop. Crop Reporting Service.

Topeka, Kan., May 10.—The Kansas winter wheat crop is estimated at 116,083,000 bus., or a decline of 1,939,000 bus. from the April forecast. Indications are that 24 per cent of the 13,885,000 acres sown last fall will be abandoned leaving 10,553,000 acres for harvest. Wheat went into the dormant season last winter in a poor and unsatisfactory condition. Stands were thin and spotted with plants showing very shallow root development. Early spring precipitation was above normal and the condition of wheat over the entire state improved until the last 10 days of April, when high winds and above normal temperatures caused a definite decline in condition. The greatest deterioration has occurred in the southwest where rank growth made plants unable to withstand the high driving winds. At the time the May 1 forecast was prepared wheat condition was declining rapidly, particularly in the southwest and the May 1 estimate does not make allowance for changes that have occurred during the past 10 days. Recent rains over the eastern two-thirds of the State halted deterioration and improved conditions in eastern counties. General rains are needed particularly in western areas. The possibility of an improvement in wheat condition is enhanced by the presence of a more favorable supply of subsoil moisture than has prevailed at this date for several years. Extensive tests made the last ten days of April over the western two-thirds of Kansas showed an average soil moisture depth of 31.1 inches compared with 26.9 inches last October. Corn planting is well along in central and northern counties and is practically completed in other areas. Seeding of oats and barley has been completed with barley acreage the largest in years. Indications are that a large acreage of sorghums will be planted this season and seed bed preparation is well advanced. Grasshoppers are numerous particularly in western counties but have done little damage to date. Cut worms are injuring small grains particularly in the northwestern counties.—H. L. Collins, Agri. Statistician.

Winchester, Ind., May 20.—We drove to Madison, Ind., yesterday, which is on the Ohio River about 140 miles south of us, and got a fair picture of the different kinds of farm country in Central and Southern Indiana. Wheat is good, some bare spots where it drowned out during the wet weather. Meadows are showing up, but not as good as we expected. There was a lot of clover drowned out, especially alfalfa, which doesn't stand wet places very well. Corn planting is 90 per cent over. We didn't see any corn that was up but did see a lot of it planted. Some farmers were dragging and rolling the land, a few were planting corn, others planting soybeans. We believe fully 70 per cent of the farmers in this part of Indiana planted hybrid seed corn. It seems to stand drought and wind better than common corn. It might be interesting to some of you to know hogs don't like hybrid corn as well as common corn and a lot of farmer feeders are bringing their corn in having it ground mixed with concentrates and putting it in self-feeders, which is an economical way to feed.—Goodrich Bros. Co., P. E. Goodrich, pres.

Columbus, O.—Winter wheat in Ohio on May 1 was expected to produce a crop of 35,682,000 bus., according to the report issued by the Federal-State Crop Reporting Service. This compares with 46,332,000 bus. in 1938 and 36,370,000 bus., the 10-year, 1928-37 average. The 1,878,000 acres of winter wheat for harvest this season show a reduction of 21 per cent compared with the 2,376,000 acres harvested in 1938. May 1 reports indicate an average abandonment for the State of 5.0 per cent of last fall's seeded acreage. Loss from winter killing was not heavy except in some portions of northwestern Ohio. The 5.0 per cent abandonment, however, includes acreage diverted to uses other than for grain, much of this diversion resulting from adjustments made by many farmers to meet their acreage allotments under the AAA. Abandonment of seeded acreage in 1938 was 1.5 per cent, while the 10-year average abandonment is 10.0 per cent. Condition on May 1 this year pointed to a yield of 19.0 bus. per acre compared with 19.5 bus. in 1938 and 19.3 bus., the 10-year average.—Glenn S. Ray, Sr. Agri. Statistician.

Minneapolis, Minn., May 20.—Of the three critical stages in the life span of a flax crop, our northwestern crop is just completing the first or planting stage under increasingly unfavorable conditions. The sections most affected are outside and west of the Red River Valley where the crop already planted is in a critical condition because of the drought. More serious, however, is the fact that continued dry weather in the western areas has postponed, perhaps indefinitely, sowing of considerable acreages because of the farmers' fear of both drought and grasshoppers. In the Red River Valley in spite of the warm, dry winds experienced during the past week, the moisture situation is not as yet critical. The flax seeding is practically completed and in that section much of the flax is up and looking fine. There has been no frost damage in spite of last week's low temperatures. Grasshoppers, however, are hatching in large numbers. The southern districts (Minnesota and northern Iowa) are in satisfactory condition although rains will be needed shortly. There has been some soil drift caused by the high winds. (Note: This morning's early reports are of some rain and snow in Montana as well as light rains in North Dakota.)—Archer-Daniels-Midland Co.

Minneapolis, Minn., May 17.—Thruout a very large area, which might be roughly designated as the western two-thirds of South Dakota and most of the southern half of North Dakota, conditions are becoming increasingly serious thru lack of moisture, rapid growth of weeds, and the presence of an alarming number of small grasshoppers. Some permanent damage has already been done, and severe loss can only be prevented by general rains in the very near future. Seeding of small grains has been virtually completed over the entire Northwest with the exception of some of the dry districts, where considerable flax and some feed grains will be put in if moisture is received. Corn planting has been completed in many southern districts and is progressing rapidly further north. Early planted corn already up shows good stand and color. Warmer weather would greatly aid its development. A few reports have been received that fall sown rye is making satisfactory progress, but in most places it is thin and short, and in some cases commencing to head out only five to six inches above the ground. A poor outlook is in prospect at this time. Grasshoppers



pers have hatched in tremendous numbers during the past two weeks and now represent a serious menace to crops over widespread areas in the Northwest.—Van Dusen Harrington Co., by Paul C. Rutherford.

Chicago, Ill., May 15.—On a two weeks' trip thru parts of Nebraska, Colorado, Kansas, Oklahoma and Texas, I found that the wheat crop which had steadily improved up to April 20, took a sudden change and started to deteriorate badly in what was the most promising section for this year's crop, being Southwest Kansas and vicinity, where there had been plenty of moisture all along and where many fields promising 20 bus. per acre and above were reduced to failures by root exhaustion. This drawback exists in a minor way elsewhere. Some find spots as far north as in Nebraska and may of course be the cause of trouble yet to develop. As it is, it has over-balanced the gains made in Kansas from April 1, estimates to mid May that were well towards 140,000,000 bus., and acted in a similar way in the Panhandles. A few of the drought sections were relieved by timely rains but the large dry sections through north central Kansas and south central Nebraska have been gradually growing wider, while the good rain of a week ago in southwestern Oklahoma came somewhat too late for best results. There is, however, an excellent stand in the Nebraska Panhandle and adjoining parts of Kansas and Colorado, as well as in much of the eastern portions of Kansas and Nebraska, but all of such is now in need of heavy rains and some very urgently so.—H. C. Donovan, Statistician, Thomson & McKinnon.

Decatur, Ill., May 20.—Illinois winter wheat prospects continue very promising, condition fair to good, excellent in some areas. Although this area has had only .95 of an inch of rain since April 21st, the April rainfall was above normal and subsoil moisture conditions are favorable, however, the surface is becoming dry and a good rain would be welcome. Field work at the beginning of the month was ten days to two weeks late, however, the large increase in the use of power and improved farm machinery enables farmers to advance their work much more rapidly than in previous years, whenever conditions are favorable for field work. Most of the corn is now planted—under ideal conditions. Although for the most part the nights have been too cool, corn is coming up nicely, showing good stands. This, no doubt, is due to the wonderfully fine seed bed prepared and the excellent quality of seed used. The oats crop is still very backward, with stands ranging from poor to good. While this crop is looking some better than a week ago, rain and warmer weather are needed to make good growth. Soy bean planting is making good progress. Fields that were planted a week and ten days ago are up showing nice stands, indicating the seed this year is high in germination. Elevators are busy cleaning beans for seed. With the excellent demand for seed beans to take care of the increased acreage that will be planted, there will not be many old beans available for commercial purposes after the planting season is over.—Baldwin Elevator Co.

Oklahoma City, Okla.—On the basis of reports of crop conditions on May 1, the indicated production of wheat is 44,242,000 bus. compared with 46,924,000 bus. the April 1 estimate, 58,322,000 bus. in 1938 and the 1928-37 average of 47,054,000 bus. The acreage for harvest is estimated as 4,022,000 acres compared with 5,032,000 acres harvested in 1938 and 3,949,000 the 10-year average. The estimated abandonment to May 1 was 447,000 acres or 10.0 per cent of the acreage sown compared with 11.0 per cent in 1938 and 16.7 the 1928-37 average. The yield per acre is indicated as 11.0 bus., compared with 11.0 bus. in 1938 and 11.7 bus. the average. Droughty conditions which continued through April resulted in declining prospects over most of the State with a material decline in the southwestern, south-central, central, and northeastern counties. On May 1 prospects were good in the north-central counties, parts of the northwestern area and in some sections of the Panhandle. The first week of May saw a continued decline in the condition of small grains but rains on May 7 and 8 improved prospects locally. These rains were local, varying in quantity and insufficient to be of more than temporary benefit. Due to the dry weather wheat is turning brown in many sections; in the south-central and southwestern counties a number of fields have been plowed up. Because of dry weather during the fall and winter and unfavorable growing conditions,

wheat plants have not made normal growth and lack the vitality necessary to withstand a prolonged dry spell. The hot dry weather since May 1 has lowered prospects daily.—J. W. Whittier, Agri. Statistician.

## CCC Loans on Sealed Corn

Commodity Credit Corporation has announced that, through May 18, 1939, loans made by the Corporation and lending agencies under the 1938-39 corn loan program aggregate \$129,477,509.82 on 227,401,426 bus. The loans by States in which the corn is stored are as follows:

State	Amount	Busbels
Colorado	\$ 24,653.97	47,862
Illinois	33,908,543.25	59,496,229
Indiana	3,126,082.16	5,485,906
Iowa	63,136,137.48	110,774,891
Kansas	2,493,252.41	4,400,265
Kentucky	129,482.11	232,423
Minnesota	9,281,049.59	16,297,626
Missouri	3,359,711.31	5,899,279
Nebraska	10,671,432.82	18,820,869
Ohio	834,329.44	1,464,131
South Dakota	2,452,216.80	4,374,379
Wisconsin	60,618.48	107,575

## Hoosier Dealers Will Meet at Wawasee

Once again the Indiana Grain Dealers Ass'n will hold its mid-summer meeting at Lake Wawasee and everyone who attended last year's enjoyable gathering will make a special effort to get rooms at Sargent's Hotel Sunday, June 11, so as to be on hand for the interesting program June 12 and 13.

Preparations for the meeting are practically concluded, and an invitation is extended far and wide to all grain dealers and millers, feed dealers and terminal representatives to enjoy the meeting in all of its details.

The tentative program includes Ray B. Bowden, Executive Vice President of the Grain and Feed Dealers National Ass'n, who will give us the latest information about changes now being considered in the Wage-Hour Act, and also the Warner Act.

Mr. Fae Patrick, prominent Indianapolis attorney, will discuss the rights of the employers and those of the employees under the National Labor Relations Act. An attempt to organize the employees of mills and elevators in one Indiana County is now under way.

Walter R. Beck, President of the Association, will discuss Profitable Side-lines for an Elevator.

K. E. Beeson, Extension Agronomist of Purdue University, will discuss the country elevator operator's needs of intelligent instructions on the varieties of hybrid seed corn, and how to select same for his own customers.

L. A. Garner, Grain Buyer of the Lawrenceburg Roller Mills, Lawrenceburg, Ind., will discuss the cost of handling grain and the consideration of margins.

Ivan C. Harden, Special Representative of the Credit Commodity Corporation of the Chicago office, will discuss the contract of the Commodity Credit Corporation to be offered grain dealers soon for the handling of corn now under seal, as well as listen to the attitude which will be presented by members indicating their cost of handling grain.

Lew Hill of Indianapolis, Ind., has been chosen as the General Chairman of the Entertainment Committee. Past demonstrations of his ability prove that he does his job well, and with much enjoyment on the part of the ladies, as well as the gentlemen who participate in the various entertainment features.

A golf tournament will be open to all on the afternoon of the first day, games, a horse shoe pitching contest, boating and fishing. Lew reports a flock of prizes being donated, or a monetary contribution for the committee to purchase additional prizes in all of these events. The associate and country elevator members are being invited to contribute this year for the summer meeting.

The banquet will be held on Monday evening, June 12, followed by some unusual entertain-

ment, the details of which have not yet been worked out.

The headquarters will be the Sargent Hotel, with over-flow accommodations obtainable at the Spink-Wawasee Hotel and the South Shore Inn, and a small hotel in Syracuse. Last summer there were over 300 reservations for the meeting, and this year it looks as if the record-breaking attendance will be exceeded.

## Wheat Price Adjustment Payments

Price adjustment payments totaling more than \$6,300,000 have been distributed to approximately 69,000 wheat producers under the 1939 price adjustment payment program, the Agricultural Adjustment Administration has announced.

The total amount of the price adjustment payments available for distribution to wheat growers in all states is about \$64,113,000. Payments up to May 1 were certified to wheat producers by states as follows:

State	Certified Applications	Amount
Kansas	31,584	\$4,817,456
Oregon	366	183,924
Illinois	10,903	477,569
Indiana.....(to May 3)	6,491	154,802
Iowa.....(to April 30)	965	27,369
Michigan	549	6,126
Missouri	3,751	115,763
Nebraska	5,825	324,103
Ohio	7,291	171,129
Pennsylvania	9	299
Maryland	904	49,366
North Carolina	99	2,707
Kentucky	49	1,617
Tennessee	199	4,384
Delaware	321	12,326
Total.....	69,306	\$6,348,940

## Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

June 5, 6. Central Retail Feed Ass'n, Inc., Schroeder Hotel, Milwaukee, Wis.

June 5, 6. Eastern Federation of Feed Merchants, Arlington Hotel, Binghamton, N. Y.

June 5, 6, 7. Southern Seedsmen's Ass'n, Biltmore Hotel, Oklahoma City, Okla.

June 6. Northwest Country Elvtr. Ass'n, Minneapolis, Minn.

June 7, 8, 9. Pennsylvania Millers and Feed Dealers Ass'n, Nittney Hotel, State College, Pennsylvania.

June 9, 10. Pacific States Seedsmen's Ass'n, Fairmont Hotel, San Francisco, Cal.

June 12, 13. Indiana Grain Dealers Ass'n, Sargent Hotel, Lake Wawasee, Ind.

June 12, 13. American Feed Mfrs. Ass'n, Saranac Inn, Saranac Lake, N. Y.

June 12, 13, 14, 15. American Seed Trade Ass'n, Fairmont Hotel, San Francisco, Cal.

June 16. Pacific Northwest Grain Dealers Ass'n, Lewiston, Idaho.

June 18, 19, 20. Ohio Grain, Mill and Feed Dealers Ass'n, Commodore Perry Hotel, Toledo, O.

June 24. Colorado Grain Dealers Ass'n, Denver, Colo.

July 26, 27. National Hay Ass'n, Buffalo, N. Y.

July 26, 27. New York State Hay & Grain Dealers Ass'n, Buffalo, N. Y.

Oct. 2, 3. Grain and Feed Dealers National Ass'n, Nicollet Hotel, Minneapolis, Minn.

Feb. 6, 7, 8. Farmers Grain Dealers Ass'n of North Dakota, Bismarck, N. D.

Mar. 31, Apr. 1, 2, 3. Society of Grain Elevator Superintendents, Royal York Hotel, Toronto, Ont.



# Illinois Dealers Handling Government Corn Below Cost

The Illinois Grain Dealers Ass'n meeting in its 46th annual convention at Springfield, Ill., May 11 and 12, took action looking toward adequate recompense for handling thru their elevators the government sealed corn that forms so large a part of their business.

Lawrence Farlow, sec'y of the Illinois Farmers Grain Dealers Ass'n, presented authenticated facts on the cost of handling, that led to the adoption of resolutions expressing the thought that the dealers must have more than 3 cents per bushel to break even.

Calling the meeting to order Pres. L. B. Walton of Mayview asked Rev. Paul E. Carson, assistant pastor of the First M. E. Church, to invoke divine guidance.

JOHN W. KAPP, Jr., mayor of Springfield, welcomed the visitors, calling attention to the many points of interest to be seen, including the tomb of Abraham Lincoln.

PRES. WALTON in his annual address said:

## Pres. Walton's Address

We of the grain trade have felt the whip of the politicians again. It seems we are the "Forgotten Man" as far as income.

Laws are passed, checks given the farmer for not producing. This in turn has done the grain trade in general nothing but harm.

The grain trade has handled crop after crop at the smallest possible charge. (Some of us wonder how our competitor can live on the price he handled a job of grain.) No doubt he has thought the same about us.

The politician must not lose track of the thought that the farmer can not get along so well without the country elevator, but what has he done for us?

He has enacted all kinds of laws against the grain trade.

He has put tax upon tax against us.

He has fixed our labor costs and the time our men shall work.

He has sealed the corn, told us when we shall take it, at how much per bushel, and pay us when they get around to it.

He has reduced the acres which in turn cut our volume.

He has gone in the grain business which has been a big loss to not only the grain trade but the taxpayer.

**Get Government Out of Grain Business.** I would like to see the grain associations join together with our national association and get a movement on foot to get the government out of the grain business, and all lines of business so we can get back to normal business and prosperity.

A lot of time has been spent by your officers in the past two years on freight rates. I would like to see the railroads get together and co-operate with the grain trade so we might do away with the itinerant trucker which has put many a thorn in our side and will continue to do so.

One of the duties of a modern trade association is to keep its members posted on legislative developments and prospects, to spot bills that are harmful to the trade. Also to supply information regarding good bills. With this information at hand the membership is ready to discuss the matter for or against with the powers that be. Our secretary has done a very good job at this, also has spent a lot of time and been very active at the legislature.

We as grain dealers believe in paying the best wages and also giving our help all the best of it as far as our firm can best afford. But with legislation that they are trying to pass we with farmer trade are going to be up against it as no laws will be passed to tell the farmer when to deliver you his grain.

**Get Ready for Great Rush of Government Corn.** He profits most who serves best, is great stuff, if the service is sold at a profit and not given away. Service at a profit will leave no headache. Some grain dealers will pass out of the picture, but those who remain will stay because they have given good service and adjusted themselves to the ever changing conditions and times. With so little to do we can all clean up our plants and general surroundings, and be ready for the great rush of government corn.

SECY W. E. CULBERTSON of Delavan read his annual report:

## Secretary Culbertson's Annual Report

The increased volume of grain, especially corn moving to the terminals by truck and barge began shortly after the railroads permitted their truck competitive rates to expire Dec. 31, 1937, and in the Chicago area it became of such a volume that few if any elevators could longer do a profitable grain buying business and ship via rail.

The fact that the elevators had been able, prior to the expiration of these Truck Competitive rates, to meet this truck competition and ship via rail proved to the complete satisfaction of not only your own Association, but to the Farmers' Grain Dealers Ass'n of Illinois as well, that the only real solution of this truck and barge competition was competitive freight rates, and so the two organizations joined forces in the attempt to bring this about.

We had many fruitless conferences with the railroads, also a formal hearing before the Illinois Freight Ass'n, that was devoid of any result. When it appeared we were up against a stone wall we filed an informal complaint with the Illinois Commerce Commission, intending if need be to later file a formal complaint, however, thanks to the Commission, and Mr. McElroy in particular, this informal complaint resulted in the railroads granting us another hearing at which the Commission presided.

The result of this meeting was that effective April 19th, with an expiration date of June 30, 1940, the railroads serving Northern Illinois put into effect reduced rates on Corn to Chicago from approximately 200 stations. These rates will, in most instances, permit the elevators to recapture the grain that has heretofore been lost to truck and barge competition. Naturally there are some inequalities between stations, as pertains to these rates, and adjustments must be made, which I feel sure will be in due time. The obtaining of these rates was a long hard fight, but it is just the start of a campaign to secure competitive rates for all territories where the elevators have to meet truck and barge competition.

**Legislation.** Your Association was successful in its efforts to have Congress exempt the employees of the Country Elevators from the provisions of the Fair Standards Act of 1938, better known as the Wages and Hours Law; however, there is now before the Illinois General Assembly House Bill No. 531, which if enacted into law will do away with the exemptions that the elevators now have under the Federal Wages and Hours Law, for it provides for minimum wages and maximum hours within the State, and the only employees exempt are those employed in: (1) a bona-fide executive or professional capacity; (2) in agriculture; (3) in domestic service in a home. Your Association has prepared and submitted to the Judiciary Committee, before whom this Bill has been referred, an amendment to provide the same exemptions contained in the Federal Act and we are putting forth our best efforts to have this amendment adopted before the Bill is reported out of Committee. Should we fail to secure the adoption of this amendment we must see that the measure is defeated.

Another piece of legislation we are interested in is the Truck Regulatory Bills (H.B. 151 to 156) submitted by the Special Committee appointed by the last session of our General Assembly, to recommend truck regulatory legislation. If these bills are enacted into law they will go far towards easing our present competition with the trucks, but the fate of the measures is yet to be decided. There has developed great opposition and already many amendments have been submitted, which if adopted will make the measures of little value to the members of our industry.

**Sealed Corn.**—The Association is also concerned about the handling of the large volume of sealed corn which must be moved before the next corn crop is harvested. We believe the elevators should have a greater margin per bushel than was allowed last year, and that the method of handling should be simplified. This matter is now being taken up with the Commodity Credit Corporation.

The Secretary's office as usual compiled the Annual Directory of Grain Dealers of Illinois, which lists approximately 1,700 elevators, showing the railroad upon which they are located and their Post Office address.

During the past year we have handled a greater volume of correspondence than since the days of the NRA because of the Wages and Hours Law and the truck and barge competition. We have from time to time issued bulletins advising the members of matters of interest and importance. We have had a busy year

because we have tried to be of greater service. I have traveled a great many miles, via auto, and spent no little time calling on members and soliciting new ones. This has resulted in an increase of 20 members during the year. I am glad to report that our finances are in about as good condition as a year ago, as may be noted from the following statement of Receipts and Expenditures:

Receipts	
Balance on hand May 1, 1938 .....	\$ 556.05
Membership dues .....	\$3,645.00
Directory advertising .....	1,317.28
Total .....	\$5,518.33
Disbursements	
Postage .....	\$ 174.45
Annual Convention .....	85.00
Telephone, telegraph and express .....	58.76
Officer's expense .....	9.00
Office supplies .....	33.64
Annual directory .....	460.03
Dues to National Association .....	121.00
Dues to Chamber of Commerce of the U. S. ....	15.00
Social Security tax .....	33.00
Stenographer .....	900.00
Secretary's expense .....	672.77
Secretary's salary .....	2,400.00
	4,962.65

Balance on hand May 1, 1939..... \$ 555.68

A. C. KOCH, Breese, chairman, said the executive com'ite had nothing to report. He complimented the officers of the Ass'n on their efficiency.

## Thursday Afternoon Session

JAS. E. TRIPP of the Department of Labor delivered an address on "The Costs and Benefits of Unemployment Compensation."

DELOS L. JAMES, manager of the agricultural department of the Chamber of Commerce of the United States, spoke on "The National Agricultural Situation," pointing out that farm income always rises proportionately when consumer income and industrial activity rises. His address is quoted elsewhere.

PRES. WALTON named the com'ites:

Auditing: Ralph Allen, Broadlands; E. E. Hamman, Leroy, and Thos. Ogden, Champaign.

Nominations: H. A. Hillmer, Freeport.

Resolutions: W. A. Webb, Leroy; E. B. Evans, Decatur; C. H. Stout, Gilman; John E. Brennan, Chicago, and R. B. Bowden, St. Louis, Mo.

LEROY K. SMITH, of the F.C.I.C., U. S. Dept. of Agriculture, Washington, D. C., spoke on "The Crop Insurance Program." He said:

"There is a need for insurance on growing crops. In 20 years the average crop was lowered by 300,000,000 bus. less than expected. One hundred and sixty thousand wheat growers are being issued crop insurance policies, over 10,000 in Illinois.

"Many private insurance companies had attempted crop insurance.

"A moral hazard is involved in that a farmer would not attempt to raise a crop. This we overcome by not guaranteeing more than 50 or 75 per cent of his average yield.

"We have eliminated the price hazard by placing it on a bushel basis.

"Application has been made by 305,000 wheat growers; 160,000 have paid premiums; 7,000,000 acres of wheat are insured. [Why were 145,000 rejected?] We bought over 6,000,000 bus. of wheat to cover insurance in 30 states, in 1,350 counties.

"This season the farmer paid in at a lower price than we are paying off.

"Some thought the storage reserve would be too costly to handle; but terminal markets are storing it for 6 cents per bushel per year.

"We have accumulated the reserves without any effect on the markets, in 13 states in 61 different warehouses, giving first preference to federally licensed warehouses, and second preference to co-operative elevators. We bought warehouse receipts from warehousemen.

"Many elevator operators have been our best salesmen of the crop insurance program, as they are vitally interested in the prosperity of the farmer.



"We started the 1940 program earlier than the 1939. We are going to work faster. We are establishing a yield rate for each farm. We have lengthened the base period by three years, adding 1936, 1937 and 1938.

"This year the farmer will be able to use part of his A.A.A. check to pay his premium for crop insurance. In North Dakota we would have to ask him to file his application before Mar. 1 to guard against being loaded up with poor risks. In North Dakota 300 acres of wheat require a payment of 450 bus. of wheat or its cash equivalent as premium at the local shipping point at the basis of 70 cents Minneapolis, less 16c freight plus 4c handling charge, equal to a 20c per bushel difference. We would give him 50c or \$225. We settle at once in case of hail; but if it appears that any wheat at all may be harvested we wait until after harvest to pay him the difference."

#### Cost of Handling Grain at Country Stations

LAWRENCE FARLOW, Bloomington, read the following statement regarding the cost of handling grain at country stations:

The Illinois corn crop of 1938 amounted to 379,350,000 bus.

In a normal year Illinois farmers send to market approximately 100 million bus.

Today the government has under seal in Illinois 64,683,000 bus. of corn.

This corn was sealed on the basis of 2½ cubic feet per bushel. It is estimated that there will be an overrun of at least 10%, making a total amount of corn under seal about 70 million bus.

In years past the 100 million bus. have been marketed gradually over the entire year.

It is easy to see what will happen if the government intends to move this sealed corn within a period of one or two months.

The moving of this sealed corn requires more clerical work, filling out of numerous forms which are necessary under the Commodity Credit Corporation procedure. And for these reasons it will cost more per bushel to handle this corn at country stations than it would if the same amount of corn were marketed under normal conditions.

The Cleveland Grain Co., operating elevators in Illinois and Indiana, shows a handling cost of 3c per bushel for grain.

Evans Elevator Co. of Decatur, operating elevators, shows a cost of 2½c per bushel.

Federal-North Iowa Grain Co., operating elevators in Illinois, shows an average cost of 2½c per bushel.

Mr. Harry Heiser, associated with the Illinois Farmers Grain Dealers Ass'n, and who does the auditing for a large number of farmer elevator operators, shows a cost of 3c per bushel. His audits cover mainly the larger farmer elevator companies of the state and do not include the smaller concerns whose bushelage figures are smaller and the cost correspondingly higher.

The Federal Trade Commission, in a study of country elevator costs, places the expense of handling grain thru an elevator at 3c per bushel.

The University of Illinois, in a survey of 100 elevators in the state, shows that 40 elevators of this group could handle grain on a margin of 2c per bushel if they would credit all of their income from merchandising business to their grain profits account, and if they allowed nothing for shrinkage. This means a handling cost of around 3c per bushel. Each of these 40 elevators handled more than 277,000 bus. per year, which is at least 100,000 bus. more than the average Illinois elevator handles.

Buying corn at 2c to 2½c per bushel margin does not always mean a real loss when the grain company takes title to the grain. Many times grain of different grades is blended in a way to secure additional profit. Often grain of specified grade is sold to certain specialty users at additional profit. Grain is also sold at times for deferred delivery at prices higher than for immediate delivery, and this sells the elevator storage space to those who need it. It is very evident, therefore, that the country elevator is losing ½c to 1c per bushel when loading sealed corn at 2c per bushel for the Commodity Credit Corporation.

The handling charge which country elevators are allowed for handling this sealed corn is the only source of income they may have for handling almost an entire year's corn crop. And this is a very serious situation.

The contention of the country grain dealer is that he should have at least the 3c cost per bushel for handling government sealed corn.

Illinois country elevator men are the best friends of the farmer in the various communities—they stand ready to back any program for the common good providing it does not penalize them too heavily. The government should have the support of the country elevator owners and operators. These men stand ready to support the theory of the ever normal granary in the hope that it is the solution, but it is going to cause much insolvency and embarrassment thruout the grain trade if they are compelled to handle this corn at less than cost.

It is not good policy for the A.A.A. and the CCC to draw up contract forms, lay them on the country elevator operator's desk and tell him to take it or leave it. This is a radical departure from the American way of doing business.

We have numerous state and government agencies that have the power to determine the cost to be paid for certain services. The Interstate Commerce Commission has the power to fix the rates to be charged for transportation service. The Illinois Commerce Commission has authority to fix the rate to be paid for telephone, electric power, intrastate transportation, and other services. However, in no case do these agencies have a right to fix a rate without a fair investigation in which all interested parties are permitted to present evidence as to the reasonableness of the rate.

MR. FARLOW paid a tribute to the grain receiver in the following statement which he read:

#### The Terminal Grain Receiver

In brief, he must be a member of the Grain Exchange or Exchanges on which he operates, a man of integrity, having a good background, a clean business record, and be able to finance properly his business; in fact, he is the cornerstone of every midwest grain exchange and a

valuable asset to the country grain shipper.

He knows the rules and regulations for handling grain, the intricacies of grade requirements, protects his shipper in the matter of weights, grades, prices, discounts and freight, watching for carloads of grain which require special handling, looking after surpluses and shortages on sales to arrive.

He keeps his country shippers posted on bids and prices at different terminal centers, industries and mills, in order that they may pay top prices to farmers who wish to sell grain.

It is estimated that the efficient and reliable grain receiver saves his shippers, one year with another, at least ½c to 1c per bushel on the grain received, no matter whether it is sold to arrive or shipped on consignment.

It is the grain receiver who has been very largely instrumental in establishing the service departments and economic functions of grain exchanges.

It is largely thru the efforts of grain receivers that crop news, livestock markets, grain prices, weather conditions, etc., are radioed daily from grain exchanges and other broadcasting hook-ups. And it is largely the grain receiver who makes the grain exchange a living, pulsing, dynamic entity, invaluable to the country shipper, the producer, the consumer and the financial interests of the nation.

Many national and state agricultural leaders recognize the necessity of grain exchanges. And yet large quantities of grain are stored, paid for, and handled by the government. Illinois, alone, is a good illustration. About 90% of its corn crop which goes to market as grain is under government seal, taking it out of the usual marketing channels and putting the grain receivers out of business. Conditions in a few other states must be about the same as in Illinois. And unless some changes are made in the present governmental marketing set up, it means the destruction of grain exchanges.

Thousands of the best posted business men, not members of grain exchanges, believe it would be a money saving proposition if every bushel of government owned or controlled grain were shipped direct from country station to reliable and efficient grain receivers. These receivers will look after each shipment, look after all details, both at terminal and point of origin, see that said grain is properly sold on the market if out of condition; and also see that the graded grain is properly placed in warehouses designated by government agents.

Handling government grain as indicated above will save money for the government, which means saving money for the taxpayers, the producers and the consumers. What more is needed? Efficiency and economy should be the watchwords in the political and business life of the nation.

RAY B. BOWDEN, executive vice pres. Grain and Feed Dealers National Ass'n, St. Louis, Mo., delivered an address on national legislation affecting the grain trade, which is published elsewhere in this number.

CLARENCE HENRY of the educational department of the Chicago Board of Trade showed how governmental obstructions to trade are preventing the international movement of commodities and piling up surpluses in some countries while other lands are in want.

"Different nations have futilely attempted to nationalize coffee, rubber, silk, etc.

"There is more demand in Europe for American wheat and cotton, now, than ever before.

"All these price-fixing schemes are wholly negligible.

"The reason cotton is worse is that three years of drouth have not helped cotton prices as they did wheat.

"Wheat is 60 cents in the United States and \$2.11 in Italy. Why? Just this, the political agrarian program in Italy is exactly the opposite of our own. We have an agrarian program to reduce production.

"The reason these countries find it impossible to import from us is the unfavorable balance of currency. We built a barrier against imports from those countries.

"Our production per man was four times what it was in Europe. After the war it was different. Their debts were payable only in dollars. Foreign countries say 'we must pay in goods, but under the sales tax of 27 per cent we can not do so.' We raised the duty in ad valorem rates and locked in our commodities. In 1930 the duty was raised to 52.8 per cent ad valorem, the highest tariff in American history. Thirty-one nations protested that act.



Standing, left to right: Directors A. C. Koch, Breese; L. W. Railsback, Weldon; H. C. Gring, Farmer City. Seated: Treas. Fred E. Verry, Armington; Director L. B. Walton, Mayview; Pres. W. A. Webb, Leroy, and Sec'y W. E. Culbertson, Delavan, Ill.



"Because we have locked ourselves in we are now attempting to reduce the production of basic commodities. We are attempting to substitute money for that wealth. Money has no value except as a medium of exchange. When we substitute money we start to cheapen our money."

"There is no substitute for lower trade barriers. We can place controls upon controls and it will only make it worse. We have a surplus of everything. Our internal economy is glutted with surpluses."

Adjourned for banquet.

The annual dinner was served Thursday evening in the Convention Hall of the Abraham Lincoln Hotel, where a floor show and entertainment had been provided by the Springfield grain dealers, millers, and allied industries.

The performers were warmly applauded, especially the magician who drew cigarettes out of the air as they appeared from nowhere.

No speeches were made.

## Friday Morning Session

CHAS. F. MANSFIELD, secretary of the Uniform Motor Vehicle Laws Commission, pleaded for support for the House Bills 151 to 156 inclusive to regulate highway carriers, pointing out that in its draft of the law the Commission has strenuously sought to preserve for the individual businessman and farmer his right to haul from and to his place of business, a right that the big trucking concerns seek to take away from him under the common carrier law as interpreted by the Illinois Commerce Commission, under which decision every dealer delivering goods sold is a public utility.

"Every private citizen under our bill can transport commodities to or from his place of business. Under Bill 151 you can own any number of trucks and use them in your business."

"In ten other states besides Texas the private carrier is being penalized by being left out of the law. Under our bill you make application once as a private carrier. There is no fee, and your license runs indefinitely."

"The itinerant peddler we have dignified by describing him as a 'merchant carrier' in our bill. You can not do anything to him by regulating common and public carriers. Our bill requires him to have a bill of sale for the goods on his load. He will have to keep records and send them to Springfield. The matter of rates is not included."

C. H. STOUT, Gilman: Truck competition is a good deal of a cross-word puzzle. It is a local condition.

"We have been told by the railroads they do not run the railroad business. They say 'We have our hands tied by the Interstate and the Illinois Commerce Commissions.'"

"Under the new intrastate rates 240 stations in Northern Illinois now have a chance for their white alley. A change in the rates to make a fair break between stations has been made and will soon be published. If we ever hit a big export business it is going to hurt the big terminal markets. A situation confronts the shippers around East St. Louis."

"The approach to the problem of truck and barge is for the local dealers to get together and decide what is needed to cure the situation and then go to the two state grain dealers' ass'ns and let them pass it on to the Illinois Commerce Commission and the railroads."

"You must get your dealers in any locality in agreement. You can not get 10 dealers with 10 different ideas to accomplish anything. Decide among yourselves what needs to be done and present a concrete proposal to the railroads."

WALTER KAYLOR, Springfield, a member of the Illinois Commerce Commission: We of the commission have many problems in the movement of grain by rail.

We worked informally with the railroads and the two grain dealers' ass'ns to retain the

business for the rails. We have accomplished all this informally, and believe the results are much better than by a formal proceeding long drawn out.

There are rates that are below the zone of reasonableness. We are trying to work out a reasonable adjustment and are working for a final solution.

The auditing com'te report was presented and reported the Treasurer's accounts correct.

### Resolutions Adopted

W. A. WEBB, of Leroy, presented the report of the resolutions com'te which was unanimously adopted.

The com'te adopted as its own the statements by Lawrence Farlow on cost of handling grain and the terminal grain receiver, verbatim as published in the foregoing, asking a higher charge for handling government grain from trucks to box cars.

### Asks a Fair Handling Charge

The Illinois Grain Dealers Ass'n, in general agreement with the statement read before the convention of May 11, 1939, on the subject of "cost of handling grain at country elevators," resolves as follows:

That statistical material now available from the Department of Agriculture, the Federal Trade Commission, from state colleges associations of private and co-operative elevators, and from private firms indicate by overwhelming figures that the actual cost of handling corn and wheat through the country elevator is in excess of the handling charges now proposed to pay country elevators by the Commodity Credit Corporation for movement of their foreclosed grain; therefore, we urge upon this Federal agency the establishment by available statistical material and the principle of fair dealing, of a fair handling charge to be allowed country elevators which, we believe, they do not want to be below actual cost.

### Ask Federal Agencies Not to Discriminate

The Illinois Grain Dealers Ass'n, in general agreement with the statement read before the convention on May 11, 1939, on the subject of "terminal grain receiver," resolves as follows:

That in the assembling movement, storage and liquidation of wheat and corn by and thru federal agencies, all services of the normal grain trade be used without discrimination; that the federal grain agencies required by law to concern themselves with phases of grain marketing, be urged to make complete normal use of cash grain commission firms.

### Endorse Principle of Farm Equality

The Illinois Grain Dealers Ass'n renews its endorsement of the principle of farm equality and pledges its friendly interest and co-operation in the attempt to reach that goal for agriculture thru the present national legislation.

### Aid from Illinois A.A.A. Office

We wish to thank the Illinois state office of the A.A.A. for their friendly co-operation the past year in providing needed information and assistance to our members. We urge upon both the federal and state offices of the A.A.A. the economic justice of using all elements of the country grain elevator trade without discrimination between types of elevator organizations.

### For Exemption from State Wage and Hour Bill

WHEREAS, there is now before the General Assembly House Bill No. 531, which sets forth maximum hours and minimum wages for all employees of the country elevators, and which places a burden not only upon the elevator, but its farmer patrons as well; be it

RESOLVED, that the officers of the Association put forth their best efforts before the General Assembly to secure the exemption for elevator employees under this bill as was granted under the Federal Fair Labor Standards Act of 1938, and failing in this that they join with other organizations in preventing the passage of this legislation.

### Control Itinerant Truckers

RESOLVED, that we favor the passage of House Bills 151 to 156, inclusive, now before the General Assembly, which will make for more effective truck regulation and authorize the officers of the Association to work for the enactment of this legislation.

### Thanks for Entertainment

RESOLVED, that a vote of thanks be extended to the grain dealers, millers and associated industries of Springfield for the splendid entertainment provided by them for the grain trade attending the convention.

The report of the nominations com'te as read by E. E. Hamman was adopted unanimously as follows:

OFFICERS: Pres., W. A. Webb, Leroy; vice pres., E. R. Peters, St. Joseph; 2nd

vice pres., F. C. Dewey, Annawan; treas., Fred E. Verry, Armington.

DIRECTORS: I. B. Barrett, Streator; L. B. Walton, Mayview; N. L. Hubbard, Mt. Pulaski; L. W. Railsback, Weldon. Holdover directors are L. J. Colehower, Wenona; V. L. Horton, Tolono; A. C. Koch, Breese; L. M. Walker, Gilman, and H. C. Gring, Farmer City.

Adjourned sine die.

## Springfield Convention Notes

The Grain Dealers Mutual Fire Ins. Co. supplied the badges, with J. T. Peterson and J. D. Stephens in charge of registration.

Wm. H. Banks, Inc., distributed memorandum books. The Superior Scale Co. had canes for everybody. The Howe Scale Co. exhibited a platform scale, Howe Weightograph and a scale beam. Fairbanks, Morse & Co. and the Kewanee Machinery & Conveyor Co. had an exhibit on the 7th floor. The Superior Scale Co. had a grain scale beam on exhibit, also a new platform scale. Complete equipment for grain testing was exhibited by the Seed Trade Reporting Bureau, including the new Steinlite Moisture Tester, scales and sieves.

Ladies in attendance were Mrs. Finley Anderson, Ogden; Mrs. Ralph Allen, Allerton; Mrs. John Cleary, Rutland; Mrs. A. B. Chrisman, Meredosia; Mrs. J. Harry Cox, Cerro Gordo; Mrs. T. E. Hamman and Miss Challys Hamman, Arcola; Mrs. E. E. Hammon, Leroy; Mrs. Homer Lyman, Haristown; Mrs. Herbert J. Moore, Bloomington; Mrs. J. W. McNoldy, Bloomington; Mrs. E. E. Martens, Hendrix, and Mrs. J. R. Martin, Waynesville.

## Attended Springfield Convention

Milwaukee was represented by J. G. Black.

Iowa was represented by Louis Maack of Walcott and Steve Wilder of Cedar Rapids.

Seedsmen were represented by Harold A. Abbott of Funk Bros. Seed Co. and F. H. Weeks of Ed F. Mangelsdorf & Bro.

From Indiana: L. E. Greenwood, Rensselaer; Lew Hill and Ed K. Shepperd, Indianapolis; Howard C. Myers, Crawfordsville.

Cargill, Inc., of Minneapolis, Minn., was represented by Phil Sayles and Geo. Deppman of Chicago and E. T. Pettersen of St. Louis, Mo.

Champaign sent Verne W. Burtis, P. M. Faucett, J. C. Fielding, M. B. Hyde, N. P. Noble, Thos. Ogden, C. R. Phillips, H. R. Sawyer, Wesley A. Schreiber and W. J. Snyder.

Insurance company representatives: J. T. Peterson and J. D. Stevens of the Grain Dealers National Mutual Fire Ins. Co.; J. J. Droste of the Millers Mutual Fire Ins. Ass'n, and V. R. Johnson and A. R. Schroeder of the Millers National Ins. Co.

Peoria's delegation comprised Floyd L. Barlow of P. B. & C. C. Miles, A. N. Courtright, C. P. Cummings, H. H. Dewey of W. W. Dewey & Sons, Wm. Merkle, R. F. Mueller, J. P. Stanfield, federal grain supervisor, B. E. Wrigley and H. J. Zastrow.

Decatur had a large contingent: C. P. Cline, Victor E. Dewein, E. E. Dier, E. B. Evans, H. W. Glessner, B. Earl Johns, H. J. Kapp, C. A. Knierim, Ross Livergood, R. S. Meyer, W. C. McGuire, Bert Mutherspaugh, M. E. Naramore, H. H. Richardson and D. S. Shellabarger.

St. Louis sent J. M. Adam and R. G. Adam of Anheuser-Busch, Inc.; H. L. Boudreau, W. T. Brooking of Langenberg Bros. Grain Co.; A. H. Beardsley, Sam J. Beyhan, F. H. Barkley, J. M. Fuller, E. M. Garmon, Ed H. Hunter, B. F. Jostes, P. C. Knowlton, Ross H. Lewis, Dan Mullally, F. J. Sommer, Aderton Samuel and Walter Whitehead of Nanson Commission Co.; O. H. Schwarz, Chas. A. Wilson and R. E. Wiese.

Association Officials: R. B. Bowden, executive vice pres., Grain & Feed Dealers National Ass'n; T. Maurice Scott, pres., W. J. Krings, sec'y, R. R. DeArmond and Ray Gutting of the St. Louis Merchants Exchange; Clarence Henry and J. A. Schmitz, weighmaster, of the Chicago Board of Trade; A. E. Schultz, sec'y, and Wm. P. White, supervisor of weights, of the Toledo Board of Trade; Lawrence Farlow, Bloomington, sec'y Farmers Grain Dealers Ass'n of Illinois.

The Supply Trade was represented by J. Haegele, St. Louis; T. F. Hunt and Robt. Kraus of Springfield, for the Howe Scale Co.; E. Berry, Floyd H. Johnson and J. B. Sowa, all of Delavan, for the Superior Scale Co.; Geo. J. Betzelberger, Delavan; R. L. Brown and W. D. Clark, Chicago; O. C. Anderson, Havana; A. J. Cook, Springfield; J. A. Cuneo, E. P. Fletcher, Pat Kluempers and John N. Michel, all of St. Louis, rep. Fairbanks, Morse & Co.; L. W. Faulkner, Chicago, the Seed Trade Reporting Bureau; L. H. Bruce, Champaign, the Peabody Coal Co.; H. C. Deck, J. M. Deck and H. H. Sterling, Kewanee, the Kewanee Machinery & Conveyor Co.; J. R. Langton, S. D. Miner and C. H. Roman, all of Peoria, the Keystone Steel & Wire Co.



Chicago firms had the following representatives: E. W. Bailey & Co., by John J. Coffman; James E. Bennett & Co., by H. M. Barlow; Peoria; C. O. Gates, Springfield; C. F. Kohl, Decatur; Calvin MacDougall, Springfield; Wm. E. Ohlemeyer, St. Louis; C. D. Olson, Chicago; Continental Grain Co., by John Benson, Peoria; H. A. Evans, Peoria; Fred Lyons, Havana; Fred Lyons, Jr., Naples; F. A. Lyons, Chandler; Harry Straw, Jacksonville; H. H. Savage, St. Louis; Lamson Bros. & Co., by Geo. E. Booth, Chicago; R. E. Disbrow, Peoria; Wm. Tucker, Chicago; Lowell Holt & Co., by Carl Bostrom, Chicago; Ray McCord, Champaign; J. J. A. Correa, Springfield; Arthur Davis, St. Louis; M. B. Hitzemann, Springfield; W. G. Nelson, McCormick, and Virgil A. Wiese, Champaign; E. Abbott, Pekin; Geo. W. Altorfer, John E. Brennan, S. N. Cavitt, D. H. Coffman, J. L. Dickinson, A. H. Ellis, Bloomington; E. J. Feehery; H. A. Fisherkeller, Lincoln; H. C. Goebel, Jacksonville; Gordon Hannah; Steve Hercek; A. W. Lipsey; Richard I. Mansfield; J. W. McNoldy, Bloomington; F. J. Morrissey, Sublette; Arthur J. Pollak, Joe Sheridan, Peoria; J. H. Summers and M. L. Vehon.

**Illinois Shippers:** Paxton J. Lewis, Adrian; Ralph B. Allen, Allerton; F. E. Dowling, T. E. Hamman and C. W. Van Gundy, Arcola; J. B. Owen, Fred E. Verry, Armstrong; F. Clark Wallbaum, Ashland; L. A. Tripp, Assumption; Lester Fielding, Atlanta; W. E. Shutt, Auburn; Clarence F. Johnson and Thos. Koenigsberg, Bellflower; Kenneth Nielsen, Blair (p. o. Reddick); Herbert J. Moore and W. B. Wallace, Bloomington; Earl Crow and L. W. Crow, Blue Mound; Charles T. Rees, Bradford; A. C. Koch, Breese; Merl Wakefield, Broadwell; Harry Baxter, Brocton; H. E. Morgan, Buckley; Charles E. McClelland, Buffalo Hart.

**Forrest H. Koehn, Camargo; Clair Ringle, Cambridge; Chester A. McClelland, Carlinville; J. Harry Cox, Cerro Gordo; J. A. Harrison and C. W. Parry, Chenoa; G. H. Hubbard, Chester-vale; G. C. Woodyard, Chrisman; E. J. Steele, Cisco; P. E. Kries and H. S. Scott, Clinton; I. G. Redshaw, Dana; William Rust, Dorchester; LeRoy Allison and R. P. Vanetten, Easton; Louis C. Abenbrink, Edwardsville; F. J. Craner, Elkhart; Loren R. Larrick, Elwin.**

**E. C. Murphy, H. C. Gring, Thomas A. McConkey, Bob Mullen, Paul Miller, W. F. Peterson and Beryl Rutledge, Farmer City; R. W. Shrader, Farmersville; Robert W. Leetch and J. F. Wallace, Forrest; William Herbst, Franklin Grove; H. A. Hillmer, Freeport; C. H. Stout, Gilman; J. H. Shutt and M. C. Shutt, Girard; Arthur O. Keefe, Glenarm; P. E. Allison, Greenview; Henry Blessman, Wilber H. Boies and E. J. Klopfenstein, Gridley.**

**Lawrence Pittman, Hammond; Homer C. Lyman, Harriestown; W. E. Martens, Hendrix; Charles V. Arnold, Hillview; E. C. Peters and C. F. Scott, Illiopolis; Walter L. Hannon, Ivesdale; Froman Beach, Jerseyville; Charles J. Potter, LaRose; W. C. McMichael, Lawrenceville; Everett E. Hamman and W. A. Webb, LeRoy; Louis Paulus and J. F. Hubbard, Lincoln; Charles Gingerich, Loda; John McLuckie, Lonestant.**

**H. L. Mummert, Macomb; R. C. Louie, Manito; Glenn B. Hill, C. B. Kirk and L. P. Stewart, Mansfield; George H. Waller, Maroa; W. F. Allison, Mason City; L. B. Walton, Mayview; G. E. Mellen, Mazon; A. B. Chrisman, Meredosia; J. J. Connerly, Millersville; N. R. Peine, Minier; Arthur Dirst, Minooka; W. L. Finson, Monticello; Nicholas L. Hubbard, Mt. Pulaski; Fred A. Saar, Niota.**

**Meddie Buck and Carl Ogden, Oakland; Finly Anderson, Ogden; A. C. Robertson, Ohlman; R. M. Wheeler, Onarga; S. A. Price, Paris; R. M. Kelley, Parnell; H. M. Dewey, Pekin; Wesley Barbee and C. R. Louie, Petersburg; Clark C. King, Pittsfield; M. T. Sonntag, Plainfield; L. E. Riley, Pleasant Plains; Dwight Blank, Carl Weakley and James Weakley, Prentice; O. H. McDaniel, Radford; John Cleary, Rutland.**

**C. B. Wesley, Sidney; John McDonald, Springfield; I. W. Larrick, Stonington; Isaac B. Barrett, Arthur C. Dixon, Elmer Goll and M. J. Stotler, Streator; Glenn D. Marshall, Stronghurst; P. F. Tabor, Sullivan; S. C. Shaw, Talula; G. R. Muir, O. A. Collins and L. M. Scott, Tuscola; J. H. Schumacher, Verona; Charles B. Barrick, Villa Grove; V. A. Way, Virden; Leo Delaney and Russell Delaney, Wapella; Morgan Ryan and Richard Whalen, Waverly; J. A. Martin, Waynesville; L. W. Railback and Richard Railback, Weldon; Louis J. Colehower, Wenona; Raymond V. Robinson, West Salem; H. M. York, White Heath; R. W. Erdmann, Williamsville; J. H. Fuller, Winchester; L. N. Bowman, Winnebago.**

**M. K. Bennett**, economist for the Stanford University food research institute, predicts wheat producers cannot reasonably count on receiving 20 to 25 cents per bushel, in government subsidies because "it will not be possible thruout a decade to keep the general public and congress convinced that American agriculture has just claims to a billion or three-quarters of a billion of federal funds every year."—F.K.H.

## Petition Congress to Remove Discrimination Against Grain Dealers

TO THE CONGRESS OF THE UNITED STATES:

THE TEXAS GRAIN AND FEED DEALER ASS'N wishes to direct your attention to certain provisions of the "Fair Labor Standards Act of 1938," which we think are unfair and unjust to the grain and feed dealers, and to the owners and operators of country elevators, flour mills and terminal elevators, and in the hope that you will so amend the act as to place us upon an equal footing with those who first process agricultural and horticultural commodities, and with those who first process dairy products, sugar beets, etc., and those engaged in ginning and compressing cotton and the processing of cotton seed.

Under the provisions of subsection (c) of Section 7, of the act, all employers engaged in first processing dairy products, or in the ginning or compressing of cotton, or in the processing of cotton seed, or in the processing of sugar beets, etc., are exempt from the maximum hours' provision.

Again, under subsection (c) of Section 7, of the act, all employers "engaged in the first processing of . . . any agricultural or horticultural commodity during seasonal operations . . . during a period of not more than fourteen work weeks in the aggregate in any calendar year," are made exempt from the act.

Under the act the Administrator is authorized to define the "Area of Production" in connection with "seasonal operations of an industry," and he has so defined these terms as to preclude from the "fourteen work weeks" exemption all employers having more than seven employees.

The Administrator is also authorized by the act to ascertain and find when an "industry" is of a "seasonal nature," and he has so construed this term as to preclude from the exemption all those who operate throughout the year.

We are unable to understand why Congress would exempt from the Maximum Hours' provision of the act those engaged in the processing of dairy products, and in the ginning and compressing of cotton, and in the processing of cotton seed, and not at the same time exempt the grain and feed dealers, and the owners and operators of country elevators, flour mills and terminal elevators, because all these employers purchase wheat, corn, oats, barley, milo-maize, kafir corn and field seeds direct from the farmers, in the immediate area of production and then process such commodities in the same manner the ginners, compressors and cotton seed oil mills process the commodities they handle.

Both groups of processors handle the products of the farmer, and we can not understand why one class has been exempted from the Maximum Hours' provision of the act, while the other has not.

The ginners, compressors and cotton seed oil mills operate their plants for about three or four months during the fall of the year, and while the cotton crop is being harvested. Because of the greatly reduced cotton acreage and smaller yields, due to the Crop Control Act of Congress, the ginners, compressors, and cotton seed oil mills have been compelled to engage in side lines and many of them are now engaged in the grain and feed business during seasonal operations. They are not as well equipped to process and handle grain and feed as are the regular grain and feed dealers, and they usually employ in this side line not to exceed seven. The Administrator has so construed the act as to exempt those having not to exceed seven employees, which is a discrimination against the regular

grain and feed dealers, and has brought about very unfair competition between the two groups of employers.

The grain producers of this State have the most modern equipment for harvesting their crops, and frequently combines are operated from eighteen to twenty-four hours per day, and their products are hauled to the nearest market where processing and storage facilities are available. Because of lack of storage facilities on the part of these producers, the grain crops are harvested, processed and marketed within a much shorter period than is required for harvesting the cotton crop. The grain and feed dealers, and the owners and operators of country elevators, flour mills and terminal elevators must cooperate with these producers, and be able to receive their commodities as and when offered, and which necessitates long hours for the group of employers mentioned.

The cotton farmers of the South are entirely exempt from the provisions of the act. This commodity is processed by the ginners, compressors and cotton seed oil mills, and all these establishments are exempt from the maximum hours' provision.

The producers of wheat, corn, oats, barley, milo-maize, kafir corn and field seeds are entirely exempt from the provisions of the act.

We submit that the owners and operators of country elevators, flour mills and terminal elevators, and the grain and feed dealers, who process these commodities should have the same exemption that the ginners, compressors and cotton seed oil mills have who process the commodities they handle.

It is obvious that increased costs placed upon the handler of the farmer's grains are costs that will eventually be passed back to the farmer. If exemptions are allowed to industries serving one part of agriculture, and not to the industries serving grain producers, it is equally obvious that Congressional action in such case has established a wholly unwarranted discrimination against the grain farmer as compared to other agricultural producers. We endorse the exemptions given to the cotton industry, these affiliated with the handling of cottons and its products, as wholly and justified exemptions.

We contend that the grain and feed dealers, country elevators, flour mills and terminal elevators occupy the same relation to the producers of the grain and feed as do the ginners, compressors and cotton seed oil mills occupy to the producers of cotton, and we think Congress should so amend the act as to put us upon an equal footing with those who first process other agricultural commodities.

Therefore we respectfully petition Congress immediately to amend said act so as to exempt us, the grain and feed dealers, country elevators, flour mills and terminal elevators, from its maximum hours' provision, and to the end that all employers processing agricultural commodities may be placed upon an equal footing and no discrimination shown.

Respectfully submitted,

TEXAS GRAIN AND FEED DEALERS ASSOCIATION

R. E. Wendland, Chm. Com., Temple, Texas  
E. G. Barks, Tulia, Texas  
Gus Cranz, Fort Worth, Texas.

The R.F.C. at Kansas City states that 557,000 bus. of wheat stored in elevators had been acquired by the C.C.C. thru failure of producers to pay off loans. Borrowers took back 2,184,000 bus. of elevator wheat and 4,780,000 bus. of farm stored wheat. Loans on farm stored wheat mature May 31.



# Kansas Dealers Ask Exemption from Wage and Hour Law

The 42nd annual convention of the Kansas Grain, Feed and Seed Dealers' Ass'n was held at Hotel Continental, Kansas City, May 19 and 20, with a registration totaling over 400.

## Friday Morning Session

PRESIDENT John O. Ross, Wamego, presided at the opening session.

WALTER SCOTT, sec'y Kansas City Board of Trade, welcomed the delegates.

PRES. ROSS responded and delivered his annual address, from which we take the following:

### Annual Address of President Ross

I am very proud and happy indeed to have the privilege of addressing such a fine gathering of grain men from the State of Kansas—and especially to those of you from Kansas City. It was a fine gesture indeed that the Kansas City Board of Trade tendered our Association by inviting us to have the convention here in this great mid-western city.

As we gather in Kansas City for our Forty-Second Annual Convention, we can not refrain from turning back our Association's records 15 years to note what changes have come about since our organization last assembled for its 27th Annual Convention in this city.

Remedies for farm ills—even during that era—were on every politicians' tongue, and most of the talks on the program at that time dealt with that subject. National legislation as affecting the grain trade was discussed here 15 years ago. Antidotes for fake farm cures and the fallacy of the pooling plan all were subjects listed. Today as we look back over the past, we are reminded of the many farm cure plans that have been tried out at a tremendous expense but with no lasting results and later to be thrown into the discard.

It was feared by the dealers through these various plans that the handling of grain would gradually pass into the hands of the government, but I am certain that our Association has been largely responsible for helping Kansas dealers to maintain their position in the marketing of farm products.

A look into the future reveals that there are still problems ahead that can not be met individually but require the united action of every member of our industry. Thus our need for a strong Association is just as great today as it was 15 years ago or even 42 years ago.

I have been a member of this group for about thirty years and have been more or less familiar with its major accomplishments, but not until the past two years while serving as an officer of the Association, have I realized the many problems of a minor or individual nature that our Association is called upon to meet and about which the average dealer hears or knows little. Some such cases were brought most forcefully to my attention during the past year when I was called upon to counsel on such matters, and I can conscientiously say that had some of these adverse proposals by various agencies, which we succeeded in defeating, become effective, they would have created problems for the grain trade greater than any we have yet experienced.

Some ask the question "Why should I be a member of the Kansas Grain, Feed and Seed Dealers Association?" and to answer this question, I have noted from my own experience as a member a few of the following reasons:

1. Through our affiliation with the Grain & Feed Dealers National Ass'n, I derive the benefits of Federal Legislation.

2. I am permitted to bring such matters before the Association for action that I think would be beneficial to myself and other members.

3. The co-operation of some 500 Kansas dealers will allow me to share financially in the benefits that are derived from legislative pressure on matters that are for our mutual benefit.

4. I will receive without cost legal opinions and assistance from the Association in protecting myself in the purchases of mortgaged grain.

5. My name and address is published in the annual directory, and as a member, I am on a select list for those who wish to offer supplies to me or purchase from me. Frequently new contacts made through this source more than pay my dues for a full year.

6. As a member, I attend the convention annually and receive the benefits of numerous interesting discussions pertaining to my business. I look forward to these conventions for facts and for an opportunity of making new acquaintances,

and I get many new profitable ideas from other members of the trade.

7. The Association through its connection with the Grain and Feed Dealers National Ass'n brought pressure on Congress to eliminate country grain merchants and feed stores from coming under the hours provision of the Wage-Hour Law, and was instrumental in defeating the proposed state wage-hour law for Kansas and numerous other measures that would—if enacted—have been detrimental to the industry.

8. The Association was responsible for the elimination of the sales tax on feed, salt, oyster shell and other feed ingredients.

9. My membership costs only \$15.00 a year—just a little more than a postage stamp each day. How can I receive more for my money.

Next and most important, what will we do about it? It is my opinion that it is necessary and the duty of every grain merchant to be a member of some grain organization, and I believe that I have shown you the real necessity of such an organization today.

I wish to give my special thanks to our most efficient secretary-treasurer, Mr. J. F. Moyer, and to the entire group of directors who throughout the year were so ready and willing to get behind our program and help push forward.

### Annual Report of Secretary Moyer.

Sec'y J. F. Moyer, Dodge City, read his annual report as follows:

In reviewing results of our activities of the past year, we find we were faced with a number of disappointments; yet our accomplishments have by a substantial margin outweighed our failures and have yielded for our members excellent returns for their investment.

Altho we lost some of our major legislative bills, our program was planned the best way we knew how in keeping with our available funds, and your officers as well as many members of the Association deserve much praise for the time and effort they devoted to the interest of this organization during the recent legislative session. We gained valuable experience that may help us in directing future legislative programs.

Had some of the obnoxious legislation which we so vigorously fought been enacted I am confident that members of the grain trade would have suffered a great deal more than they will from the loss of measures we desired but failed to get enacted. I am thinking in particular of the proposed state wage-hour bill and of some of the proposed taxation measures that were aimed directly at the grain industry. I want to say right here that if the grain trade does not get busy and formulate a fair, sane and sensible plan for taxing grain, then we may soon expect other taxation measures to be proposed that may make the holding of grain stocks in Kansas almost prohibitive. I hope that this body will appoint a special committee on taxation to make a thorough study of grain taxing methods employed in other states, then draft a sensible grain taxing plan and submit same to our legislative council before our next legislature convenes.

During the past year, this Association has helped to obtain for Kansas dealers additional sales tax exemptions on various feed commodities and ingredients. These exemptions have

represented a substantial saving to the consumer. We have worked with other groups in trying to bring about rate reductions on feed grains. In our conferences with railway officials, we have succeeded in bringing about some alterations in their policies regarding the granting of permits for the erection of temporary grain loading devices in competition with established elevators.

Through our affiliation with the National Association, we have assisted in obtaining for country elevators liberal exemptions under the Federal Wage-Hour Act, and further exemptions from the hours feature of the act are being sought for periods during the harvest movement. With the aid of the National, we have been able to obtain some voice in many other important national affairs and have kept our membership informed on pending measures.

We conducted fourteen group meetings, attempting to encourage reasonable buying margins. We sponsored thirty county meetings of dealers in that many counties in the state, all of which we believe improved conditions materially in the territories affected.

We have assisted a great number of our members in working out their individual problems. For others we have collected numerous claims on which they had been unable to effect settlement, and despite certain minor criticisms received regarding our periodic crop reports, we have supplied members with authentic crop information which was compiled for the most part from information furnished by members and other reporting agencies located at strategic points.

No crop report issued by this Association was ever intended to be considered in any way as a market forecast. Statistics gathered over a period of years prove conclusively that grain prices are usually higher in years of large crops than in years of short crops. So the size of a crop is not so much of a price factor, yet crop information should be of importance to members of this group. To be informed on the amount of grain you may handle, the territory from which it will move and the competition with which your sales are likely to meet from competing territories, all should be of importance for you to consider in your business plans.

Membership: During the year we added 86 new members, 36 were cancelled for various reasons, leaving a net gain of 50 members or a 12% increase.

Our cash reserve at the close of the year showed a 40% gain over our cash reserve of a year ago. Each dollar you have paid as dues, your Association has matched with 25c of other income, all of which, except the reserve, was used to improve conditions for the grain trade. Our present membership of 475 represents 949 elevators; 152 are farmer owned establishments. Thus more than 50% of all the elevators in Kansas are now affiliated with this Association and the Association's membership now is such that I hope that more time during the coming year can be devoted to trade activities and less toward obtaining new members and the collection of dues. The greatest assets any such organization can have are a strong, loyal membership and a cash reserve to meet emergencies.

### Our Future Program

TAXES: As stated before, tax matters deserve a most careful study by our Association, and I would like to recommend that this subject be regarded as issue number one for the coming year.

MORTGAGED GRAIN: Due to our failure in getting any legislation enacted to relieve the dealers of their responsibility in the purchase of grain containing liens and mortgages, your Association has outlined a program to provide assistance to its members who become involved in such cases. First, we believe that the responsibility of selling mortgaged grain should be placed upon the offender where it rightfully belongs. This can be done under our present law, and it is merely a matter of education, and we are going to assist you in making the necessary investigations. In such cases, will furnish you legal advice and help you bring to justice the persons responsible for such acts.

WAREHOUSING: I believe our Association should encourage better warehousing. There has been too much so-called storage grain handled in a slipshod manner that has spelled disaster for the dealers as well as for their customers. It has created adverse publicity for the grain trade and for that most important service that you are supposed to perform for the agricultural industry. Elevators that wish to store grain should qualify under either the state or the Federal Warehouse Act, which will improve your service and provide you as well as your customers with greater protection.

HANDLING MARGINS: We should discourage the handling of any kind of grain or feed on a margin that does not show the operator a profit. Dealers who insist on buying or handling grain on too small a margin are not safe firms with which to do business. Last year this Association conducted a survey on operating costs, which revealed an average cost of \$0.0383, and that report has been confirmed by other agencies making similar surveys. I think that that cost figure should be pretty closely ad-



Pres.-elect J. E. Ogren  
Arkansas City, Kan.



hered to by all firms operating country elevators who expect to stay in business.

**KANSAS INSPECTIONS:** We are endeavoring to obtain for all Kansas shippers the privilege of having their grain inspected by their own state inspection department if they so choose. At the present time, I believe, there are two railroads that operate extensively in Kansas but whose principal Kansas City terminal yards are located in Missouri; thus denying Kansas shippers located on their lines the privilege of using the Kansas State Grain Inspection Department on shipments to this terminal market. We hope to have something definite done on this before the movement of the new wheat crop.

**ASSOCIATION:** One of the leading grain association secretaries, in one of his confidential letters to the Secretaries' Circle, made the following statement which I wish to repeat and which I think brings out an important point in the success of Association work:

"Are we bringing home to our boys the inescapable truth that in order to survive and profit, an industry must sell itself to the people it serves and must have an influence in national and world affairs? Any industry that expects to hold its place must be prepared to be present in the 'smoke-filled hotel rooms,' convention halls, conference rooms, and the government offices where the great national and state policies are finally formed."

I know the above to be true, as do some of the other officers of this Association who have sat with me in such councils and have helped to mold certain state and national policies that affect your and my business after they become operative. It is under these circumstances that an Association's most effective work can and must be done. Otherwise, you will have taxation without representation.

**GEORGE MONTGOMERY,** Associate Prof. Agricultural Economics, K.S.A.C., Manhattan, gave an able analysis of the outlook for U. S. Grain exports and concluded: "If the wheat producers and grain trade of the U. S. are ready and willing to take steps to improve the quality of the wheat moving into export, and if as a nation we are willing to exchange goods with the European countries, we can look forward to finding a market in Europe for larger quantities of Kansas wheat. If we are not willing or not capable of doing these things in the next 5 or 10 years, we can look forward to further decreases in the export movement of grain. If we shut our doors to European goods, Europe will shut her doors to our farm products. We cannot expect the European countries to be a dumping ground for wheat of medium quality if there are abundant supplies of superior wheat for export in Canada and Argentina."

**LE ROY K. SMITH,** mgr., Federal Crop Insurance Corp., outlined the need for crop insurance and explained the operation of the Federal program. He stated that the Corp. stored 6,000,000 bushels of wheat in 13 states and believed that it had no effect on the market. He thanked the trade for its help in carrying on and said that next year's program will be fundamentally the same. He predicted an extension to other crops, cotton being next.

**WINFREY G. NATHAN,** inspector-in-charge, Wage and Hour Division, Kansas City, reviewed the provisions of the Wage-Hour Law as it applies to the grain and feed industry.

**PRES. ROSS** appointed the following committees:

Resolutions: C. M. Cave, Dodge City; C. S. McGinness, Cherryvale; and Dan C. Sullivan, Ulysses.

Nominations: D. O. Wanamaker, Blue Rapids; C. C. Smith, Conway Springs; and J. H. Voss, Downs.

Auditing: A. R. Dean, Blue Rapids; F. A. Derby, Topeka; and Stanley Smith, Canton.

## Friday Afternoon Session

**PRES. ROSS** presided at the afternoon session.

**E. L. BETTON,** Kansas State Inspection Dept., delivered an able talk on Grading, and illustrated with charts the distribution of test weight, protein, and dockage in unevenly loaded cars received at Kansas City. He urged the dealers to use more care in grading their purchases and loading cars.

**HAROLD P. TRUSLER,** Emporia, told of the benefits he has derived from the Ass'n. He advocated a program by the Ass'n to combat the propaganda of politicians and professional agitators, that the grain trade is unfriendly to the farmer. He also urged action to influence the railroads on short haul rates.

**JESS B. SMITH,** Pres. Kansas Wheat Improvement Ass'n, explained the need for wheat improvement in Kansas and asked the support of the grain trade in the Ass'n's program. "Kansas wheat," he said, "has a reputation of producing a flour that stands up best under fast machine mixing in commercial baking, but Kansas wheat is not as good as it was, because of the introduction of too many varieties, mixing varieties, and rye mix." This program should be furthered by everyone benefiting from the Kansas wheat crop.

**JOHN H. PARKER,** director, Kansas Wheat Improvement Ass'n, outlined the improvement plan. He illustrated with maps and charts the source of mixed varieties, rye mix, and smut, and the tremendous loss to the grower and handler. He asked the support and cooperation of the trade in gathering samples, operation of the test plots, and exhibition of a sample sack of good seed wheat at all elevators.

## The Banquet

The annual banquet was presided over by **Sam P. Wallingford,** Wichita, master of ceremonies. After an excellent dinner, **W. A. Cochel,** editor, Weekly Kansas City Star, delivered an address on the economics of wheat, cotton and corn. **Tom Collins,** Kansas City Journal Post, addressed the delegates in a lighter vein. A good orchestra furnished music for dancing, that ran far into the night.

## Saturday Morning Session

**PRES. ROSS** presided at the closing session. **J. Ralph Pickell,** Forest Park, Ill., in an address, "I Don't Know Nothin' for Sure," blamed the politicians for most of our ills. He stated that the failure of politicians to make good their promises and their efforts to nullify the natural economic laws brought on the depression, and he described the New Deal as a crystallization of our ignorance enacted into law. He predicted a change in 1941.

**A. W. ERICKSON,** Minneapolis, Minn., explained his procedure in crop forecasting and exhibited his 96-inch auger used for subsoil moisture tests. He disagreed with the pessimism on the Kansas crop and said: "Ignoring all other sections, 6½ million acres east of a line thru Hayes and Greensburg can produce a maximum crop amounting to 125 million bushels."

**C. S. MCGINNESS,** Cherryvale, led a round-table discussion on storing wheat on purchase contracts, and protein premium on wheat loans. McGinness asked the dealers to report to the sec'y the activity of any scoopers, and urged them to advise their commission merchants on shipments to facilitate handling at the market.

**C. M. CAVE,** chairman of the resolutions committee, reported the following resolutions, which were unanimously adopted:

### E. J. Smiley

In the passing of Ed Smiley this Association has lost a staunch and energetic, as well as its most beloved member. For almost forty years he guided the destiny of our Association which he loved and to which he gave without reservation all that he had. He braved the storms, met its disappointments and tragedies, but when he was called, steadfast and unafraid, he looked into the West, placing his final destiny into the hands of his Creator.

Goodbye old friend, we will look in vain for one to fill your place among us.

### Ask Fair Compensation for Handling Government Grain

Through forty-two years of services rendered by this Association to the country grain dealer much has been achieved. Yet new problems confront us daily and never in the years past have we needed the cooperative efforts of every member of this Association more than at the present. Conditions are changing rapidly in these modern times, and if we are to keep pace with these drastic changes we have many adjustments to make in our methods of doing business. Many laws have been enacted by

Congress affecting the grain business. The importance of the national farm problem and the fact that the grain and feed dealers' problems are closely tied with this farm problem, we recognize the Federal Government through various agencies, acting under the provisions of the Farm Act and otherwise, has adopted measures which affect the marketing of grain, and this Association, in full realization of the problems of these agencies, desires to cooperate with them as fully as possible.

Our members operate storage facilities and are experienced in the performance of the services ordinarily required in the marketing of grain, and we offer these facilities and services to the Federal agencies in a spirit of hearty co-operation, relying upon them for a fair measure of compensation to permit the preservation of the trade in a high state of efficiency. And we urge our members to lend all the assistance they can in bringing to the farmers of Kansas the greatest service possible in the marketing of their grain.

### Marketing Grain a Seasonal Service.

Believing that the grain dealer is an essential part of any grain marketing system and particularly so since the advent of the harvester-thresher, and as such has an obligation to move grain quickly and orderly at time of harvest,

And realizing that farmers must of necessity move their grain as fast as they can during the harvest period in order to prevent loss of their crops, all of which results in the elevators being called upon to handle about 70% of the grain in a period of less than fourteen weeks, and during all hours of the day and night.

We believe that the handling of grain should never be considered anything other than a seasonal operation and that any wages and hours regulation or any amendment to the Fair Labor Standards Act should so recognize this operation.

We further believe that as such seasonal operation, the handling of grain should be entirely exempted from the regulations during such period of fourteen weeks.

We recommend that a copy of this resolution shall be sent to each member of the Kansas delegation in the House of Representatives of the National Congress and to our Senators Capper and Reed.

The following officers were unanimously elected: Pres., J. E. Ogren, Arkansas City; vice pres., C. S. McGinness, Cherryvale; sec'y-treas., J. F. Moyer, Dodge City; directors, C. M. Cave, Dodge City; Dan C. Sullivan, Ulysses; W. Louis Drake, Humboldt.

Adjourned *sine die*.

## The Smoker

The Kansas City Board of Trade entertained the delegates with a smoker and dutch lunch Saturday noon at Hotel Continental, and a capacity crowd enjoyed the hospitality.

## Convention Notes

Registration was conducted by **F. S. Rexford,** R. T. Blood, E. M. Van Horn, and H. M. Anderson of Grain Dealers National Mutual Fire Ins. Co., which supplied the badges.

**B. C. Christopher & Co.** maintained open house in their suite on the 21st floor.

A model truck scale and a scale beam with Weightograph were exhibited by **Howe Scale Co.** with **J. C. Dennis** in charge.

A Steinlite moisture tester was displayed by **Seed Trade Reporting Bureau** represented by **L. M. Smith** and **F. L. Osborne**.

**Bender Hoist Mfg. Co.** exhibited a model truck lift. **R. V. Ross** was in charge.

**Nitragin Co.,** represented by **John H. Lembecke,** demonstrated inoculants.

**A. E. Staley Mfg. Co.** displayed soybean products, with **L. J. Culp** and **C. M. Keith** in charge.

Attractive and valuable prizes were awarded at each business session, for attendance.

**The A.A.A.** expended \$453,457,777 in the 9 months ended Apr. 1.

**The Washington office** of the F.S.C.C. denies that it has been caught short on the futures market for wheat.

**Cotton Loans** amounted to \$204,990,083 on 4,474,665 bales at 8.85c per pound, thru May 18, reports the C.C.C.

**The wheat allotment** for 1939 is 62,000,000 acres, against 55,000,000 allotted for 1938 by the A.A.A. The largest increase is in Kansas, from 11,067,350 to 14,055,500 acres for 1939-40.



# Rain Cheers Oklahoma Grain Dealers

Widespread and heavy rains that practically assured a bumper wheat crop thru the heaviest producing area in Oklahoma, cheered the opening session of the two-day, 42nd annual convention of the Oklahoma Grain & Feed Dealers Ass'n, meeting in the Youngblood Hotel, at Enid, May 17 and 18. The well-attended convention opened with an afternoon session on Wednesday.

## Wednesday Afternoon Session

PRESIDENT VERN L. GOLTRY, Enid, presided at the opening session Wednesday afternoon.

"The things we wonder about most today," he said, "are legislation, wheat insurance, the A.A.A. and the hundreds of activities outside the grain business which affect it. Information on these outside factors features our program."

PRESIDENT GOLTRY appointed the following committees:

**RESOLUTIONS:** A. Roy Hacker, Enid, Chairman; E. S. Bouldin, Muskogee; Ed Nelson, Clinton.

**NOMINATIONS:** E. R. Humphrey, Enid, Chairman; John Gantz, Alva; W. E. Shepherd, Hobart; Dave Moxon, Blackwell; Ben Feuquay, Enid.

## Wheat Insurance

LEROY K. SMITH, Federal Crop Insurance Corp., Washington, D. C., explained the federal wheat insurance plan and its success to date, repeating most of his address before the Western Ass'n (reported in the last number of the Journals) and the Texas Convention (reported elsewhere in this number).

"County and state agricultural conservation committees have been handling the crop insurance. Thus, the farmers themselves elect the men who handle this insurance protecting normal wheat yields," said Mr. Smith.

"Wheat reserves are built up only as fast as farmers pay in their premiums. We buy wheat only as we receive premium money with which to buy; and sell only when there are indemnities to be paid. The corporation is financed by the federal government.

"The grain trade has been a great help in the extension of wheat insurance. Many have spent their own money to encourage it among their farmers; many have financed farmers so they could pay the premiums."

## Agriculture's Problem

DELOS L. JAMES, manager, agricultural department, U. S. Chamber of Commerce, said, "an agricultural problem does exist. It is a case of too much production and too little consumption.

"Congress," said Mr. James, "does not often originate plans and laws. Someone back in the country, faced with a problem, shows up at Washington with a plan, and the plan is effected. This is true of the acreage allotment plan to reduce production. Refusal of some farmers to follow a voluntary plan led to the A.A.A. program. The plan itself originated with farmers."

Mr. James outlined the farm problem, repeating his addresses before the Illinois and Texas conventions (published elsewhere in this number) and proposing conferences between agricultural and industrial interests to try to adjust agricultural problems as they arise.

Mr. James named the American Farm Bureau Federation as the most influential of the 15 or more farm organizations regularly represented in Washington. "Unless prices for farm products are better this year," he warned, "we are likely to see presentation of cost-of-production bills, or an acreage control bill in the next congress."

## National Legislation

RAY BOWDEN, executive vice-president, Grain & Feed Dealers National Ass'n, urged Oklahoma grain dealers to join with other ass'ns in a demand for more than 2½¢ a bushel as a handling charge for wheat on which the government has made loans. "A country elevator that attempts to handle wheat on 2½¢ will some day end up broke," said Mr. Bowden. He also suggested a resolution urging the government to support the commission business, saying, "if commission men go out of business we will not have them when government loans are not made. We will need them then."

Mr. Bowden classified government wheat loans as almost a direct subsidy. Whenever the loan price is higher than the local price it constitutes a subsidy. The government is in the wheat business and the corn business. It gets the grain on which it makes loans. If the grain is sold back to the farmer at the local price, the government still supplies the farmer with a premium difference.

"The Norton amendment is dormant if not actually dead in committee," said Mr. Bowden. "This absence of action lets country elevator operators retain their exemption from the wage-hour law. Now what we are seeking is similar exemption for terminal and sub-terminal elevators which suffer a peak load problem."

Mr. Bowden said a new trend to get out of the grain business, and to recognize that "we don't receive more, by producing less," has developed in Washington.

Adjourned to Thursday morning.

## Oklahoma's Banquet

The annual banquet was held in the ball room of the Youngblood Hotel, Wednesday evening. It was featured by medium-well steak, and Lester Weatherwax.

LESTER WEATHERWAX was the toastmaster, and master of ceremonies, who jumped with great facility from the position of toastmaster to the role of baritone in a Wichita quartet, and back again.

Baffling part of the entertainment was a magician, who connected and disconnected Chinese rings, pulled rabbits out of a hat, monstrous decks of cards out of folks' coat collars.

Dancing in the ball room lasted till after midnight and the floor was kept well filled until "Home Sweet Home."

## Thursday Morning Session

PRESIDENT GOLTRY presided at the second and closing session, and called attention to local meetings of grain dealers scheduled to be held at Hobart, Clinton, Woodward, Alva, Watonga, and Blackwell on successive evenings beginning May 22.

## Wheat Improvement

F. T. DINES, Stillwater, director Oklahoma Wheat Improvement Ass'n, explained wheat improvement methods, and means for selling to farmers the idea of sowing improved, pure varieties of seed wheat.

Mr. Dines pointed out that wheat is the major Oklahoma crop. "Yet," he said, "many sections are in dire need of wheat improvement.

"Old varieties of proven milling and baking quality have been declining. About 69% of the wheat sown in Oklahoma in 1919 was turkey hard. The current percentage of turkey is 45%. Fortunately some of the new wheats to which an increasing acreage is being devoted, such as Tenmarq, is of good milling and baking quality."

Some of the new wheats being grown do not rate well. Among these is Chiefkan. Laboratory tests, said Mr. Dines, have shown that

Turkey and Blackhull are good milling wheats, Cheyenne is only fair, Chiefkan is very poor, even when these tests were made by disinterested chemists who did not know what variety of wheat they were testing.

Test weight per bushel is no indication of the milling and baking quality, according to Mr. Dines, who pointed to one test with 50 lb. Chiefkan wheat carrying 17% protein, which received a good rating, tho millers would not want such a wheat, unless it be in small quantities in a blend that needed strength.

"Surveys," said Mr. Dines, "have shown that 48% of the farmers do not know what variety of wheat they are sowing. This fact may be responsible for so much of the mixed wheat which is proving a drag on the market, earning discounts for farmers and for country elevators."

"A similar survey among millers discloses that 70% of them prefer to buy Turkey hard wheat for grinding into flour in their mills; 25% prefer Tenmarq; 4% Cheyenne, and 1% Kanred."

Mr. Dines pleaded for sowing pure varieties of adapted and proven bread wheats as a means of saving Oklahoma markets. "Buyers," he said, "have become quality minded. They will buy from the territories that will give them the kind of wheat they want."

A description of the 26 test plots in Oklahoma where wagon-run samples of wheat, such as is commonly saved by farmers for seed, is growing beside standard, approved varieties, and where farmers will have opportunity to observe the differences in characteristics, and receive ratings on their growing samples, was given by Mr. Dines. He invited grain dealers to attend field days at these test plots.

Mr. Dines said barley acreage in Oklahoma has increased about 180% to 400,000 acres in the last few years. Most of this is feed barley.

MARTIN GIESECKE, San Antonio, Tex., boosted strongly for wheat improvement and hoped that the test-plot plan would be developed in Texas. He pointed to this plan as a reason that Canadian wheat commands a premium in export trade, while American wheat must take a discount.

## Oklahoma Promised Big Crop

A. W. ERICKSON, crop statistician, Kansas City and Minneapolis, surveyed subsoil moisture from "Fort Worth to Regina." He opened his remarks with exhibition of a subsoil auger capable of boring 96 inches down in the ground.

"Maximum moisture penetration is to be found in the spring," said Mr. Erickson. "Clouds form in the west and move eastward, but rainfall follows no exact trend. It shifts with the prevailing winds."

A map exhibited by Mr. Erickson showed the high-gluten bread wheat producing area of the United States and Canada, where around 75,000,000 acres (68,000,000 this year) are devoted annually to wheat.

"Last night's rains," said Mr. Erickson, "practically assure a good wheat crop in north-central Oklahoma. The straw is about 45 inches high, which is normal. It stands well, and the heads are well filled. This section encompasses 2,100,000 acres, many of which will produce 30 to 40 bushels of wheat. Sufficient wheat should be produced in Grant and Garber counties alone to fill the 11,500,000 bushels of storage space in Enid. Wheat prospects are splendid as far south as El Reno, as far west as Woodward. South of the Wichita mountains, in the southwestern part of the state, wheat was off to a late start on poor subsoil moisture, and will probably reach the market no sooner than wheat from the best part of the state. The Panhandle is in poor condition, but can still raise a fair crop if it gets sufficient moisture."

## Resolutions Adopted

Resolutions offered by Chairman A. R. Hacker of the resolutions committee were unanimously adopted. One respectfully petitioned Congress "immediately to amend said act (wage-hour law) so as to exempt the grain



and feed dealers, country elevators, flour mills, and terminal elevators, from its maximum hours provision, and to the end that all employers processing agricultural commodities may be placed upon an equal footing and no discrimination shown."

Another urged that federal agencies dealing with grain utilize the facilities of cash grain commission merchants in moving federal grain so that these facilities might be "maintained in proper and healthy form, and in order that private business shall not be displaced by federal agencies."

Handling charges for government wheat were covered in a resolution that read:

#### Cost of Handling Wheat

"BELIEVING that the present rate allowed by the Commodity Credit Corporation to country elevators for the handling of wheat and corn is a rate below actual cost for the average elevator, we respectfully urge that these country elevators be allowed handling charges in accordance with the costs established by federal and state studies. We insistently urge that federal agencies have no right to utilize private facilities at less than actual cost, or even at actual cost, as this would constitute eventual confiscation of private property by the government."

Protein premiums commanded attention in a resolution that read:

#### Protein Premiums on Government Wheat

WHEREAS, we understand that the Commodity Credit Corporation contemplates reflecting premiums for protein in its loans to growers of hard winter wheat, allowing higher loans on high protein wheat than on wheat of ordinary or low protein content, and

WHEREAS, such procedure would work a severe hardship on country elevators receiving wheat on which the Commodity Credit Corporation makes loans, because it is physically impossible for these elevators to bin wheat of different protein content separately, due to the limited number of bins in a country elevator, and due to the rapid movement of wheat to elevators at harvest, and

WHEREAS, the impossible complications which would arise from allowing premiums for protein on such wheat would not only be impossible of execution in a satisfactory manner, but would also establish false market values for all wheat purchased by establishing values for protein in advance of harvest, which values might not be justified because the wheat might not, in truth, contain the protein on which values would be based, when that wheat is finally harvested, therefore be it

RESOLVED, that the Oklahoma Grain & Feed Dealers Ass'n, in convention assembled at Enid, Okla., May 17 and 18, 1939, go on record as vigorously opposed to the establishment of any protein premiums in Commodity Credit Corporation loans to farmers on wheat.

#### Old Officers Re-elected

ALL OLD OFFICERS were re-elected. They are: Vern L. Goltry, Enid, president; E. S. Bouldin, Muskogee, vice-president; C. F. Prouty, Oklahoma City, sec'y-treasurer. Directors: W. E. Shepherd, Hobart; M. E. Humphrey, Chickasha; H. F. James, Gage; Ben Feuquay, Enid, and Frank O'Bannon, Claremore.

A plea of Sec'y Prouty for a year's leave of absence in which to regain his health was heeded in election of E. R. Humphrey, Enid, as temporary sec'y, to take over the active duties of this office until Sec'y Prouty can return again to active ass'n work.

Adjourned *sine die*.

#### Oklahoma Convention Notes

SOUVENIRS: Trick pencils with a looped string attached, which, once fastened to a delegate's button-hole, defied his efforts to remove it, were distributed by Dale Johnston and Homer Thomas of the W. B. Johnston Grain Co. "Lucky charm" hand-carved monkeys were passed out by Leo Potishman of the Transit Grain & Commission Co. Automatic pencils with a two-year calendar were distributed by K. K. Smith, of Kimbell Milling Co. Handy key chains were distributed by G. E. Blewett of the Fort Worth Elevators & Warehousing Co.

BUSY ROOMS in the hotel kept delegates interested between convention sessions.

ALL DELEGATES were cheerful over Oklahoma's prospect for a 50,000,000-bu. wheat crop. Few estimates were lower.

REGISTRATION was in charge of Ralph Hassman, of the Grain Dealers Mutual Fire Insurance Co., which supplied the attractive badges worn by every delegate. Miss Helen Clark checked out to the penny on over 400 banquet tickets sold.

#### Enid Attendance

Attendance at the Oklahoma convention represented all large grain producing sections of the state, and all of the major markets to which Oklahoma wheat moves. The registration list showed:

FORT WORTH: Pete Whitlow, G. E. Blewett, Carl Ferguson, K. K. Smith, A. A. Hart, Leo Potishman, Tom West, Lee Shorter, P. J. Mullin, Jack Greenman, A. Galbraith.

WICHITA: John Beyer, L. A. Patterson, A. W. Gill, G. M. Ferguson, Phil K. Erwin, J. G. Grant, R. W. Smith, H. L. Chowning, V. H. Frisch, U. L. Shelton, J. A. Woodside, W. W. Wallis, O. E. Bedell, E. H. Adair.

AMARILLO: J. E. Davis, C. M. Newberry, W. K. McCaskill, High Higgins, A. G. Marteney. DALLAS: Frank I. White, R. T. Cofer, D. S. Donovan, J. C. Crouch, W. A. Howard.

OKLAHOMA CITY: Jerry Yergler, Erich P. Frank, W. E. Armstrong, N. D. Snyder, Frank Winters, J. W. Fletcher, R. M. Maney, R. H. Jordan.

HOUSTON: E. B. Reiner and Sam Strader.

CHICAGO: Frank A. Miller, James E. Bennett & Co.

SAN ANTONIO: Martin C. Giesecke.

HUTCHINSON: Fred Houser, J. R. Miller, "Dutch" Lorenz.

KANSAS CITY: G. A. Johnson (Wolcott & Lincoln), John Flynn, P. G. Hale, Jack Martin.

WELLINGTON, Kan.: Price Feuquay (Wolcott & Lincoln), W. T. Voils, and R. E. Erben-traut.

MACHINERY and elevator equipment houses: Grain testing equipment: Frank L. Osborne, Seed Trade Reporting Bureau, and G. D. Elwell. Machinery: I. D. Allison (White Star Co.), C. P. Townsend (Fairbanks-Morse & Co.), R. C. Hardcastle, Claude Schofield, John Ritchey, Harry Smith, C. B. Hoover, J. Lee Cromwell, E. Sprague.

TEXAS points not otherwise named: Clarence Lee, Greenville; Pete Cope, Vernon.

KANSAS shipping points: L. C. Coulter and F. H. Schlicht, Burlington; J. G. Jeffers, Eldorado.

OKLAHOMA shipping points: O. E. Bailey, Alva; H. C. Liken, and Jay Saunders, Avard; R. F. Wells, Beaver; J. W. Duvall, Bison; Fred Martin, and Dave Moxon, Blackwell; H. F. Fisher, and Wm. Alexander, Byron; Scott Reay, Canton; John R. Thomas, Carnegie; Mrs. Martha Calkins, Chelsea; L. L. Boltz, C. E. Mott, and E. E. Smith, Cherokee; M. R. Humphrey, and F. H. Wallace, Chickasha; Pete Rogalsky, Corn; A. E. Shawver and Fred H. Sohl, Cropper; E. C. Johnson and Lee Lindsey, Curtis; Ralph Herrian, Douglas; John R. Foltz, Driftwood; E. O. Wheeler, Eagle City; W. H. Boon and W. H. Schroeder, El Reno; C. C. Borin, Erick;

J. F. Wright, Fargo; C. J. Hubbard, Frederick; Calvin Duggan, and W. M. South, Freedom; H. F. James, Gage; W. P. Ashmore, Garber; John Dodson, Gate; Elmer Estill, Goltry; E. J. Horne, Helena; A. A. Elliott, and R. M. Snare, Hennessey; Joe Crain, R. A. Falkenstein, and R. R. Nigh, Hitchcock; Glen Carr, and H. S. Ferguson, Hopeton; C. L. Thompson, and E. E. Wilson, Hunter; W. W. Manifold, Ingersoll;

Munson Church, Jet; G. G. Conklin, Kaw; J. S. Ezell, Glenn Johnston, A. R. Lankard, and G. C. Switzer, Kingfisher; C. E. Ramsey, Lahoma; C. H. Kennedy, Lucien; E. J. Clark, Marshall; E. C. Wegener, Minco; G. K. Barton, Mounds; Oscar Dow, Frank Gorman, and Henry Mueggenborg, Okarche; D. E. Spencer, Ponca City; E. W. Johnston, Pond Creek; E. V. Covey, Renfrow; W. B. Eden, Rocky; V. C. Ingram, Salt Fork; Matt Roetker, Selman; D. J. Rieter, Sentinel; Wm. B. Mote, and Louis Zahn, Sharon; C. H. Black, Shattuck; C. F. Greenwood, Shea;

R. B. McAvoy, Ross McClure, E. B. McNeill, J. W. Matthews, and C. A. Ray, Thomas; D. G. Bradford, F. B. Pitts, and F. A. Wheeler, Watonga; W. O. Wheeler, Weatherford; John McCrady, Yewet; Art Heiss, T. A. Kroutil, and W. Winton, Yukon.

#### Unfair Trade Practices

Unfair trade practices in the sale of a business promotional plan and of silverware to retail merchants and their customers, are alleged in a complaint issued by the Federal Trade Commission against William M. Irvine, trading as Consolidated Silver Company of America, 7338 Woodward Ave., Detroit.

Entering into contracts with retail merchants, the respondent is alleged to sell them "advertising trade cards" at \$4.50 a thousand which the merchants distribute to customers who purchase specified amounts of their wares, and with display posters and advertisements to be used in connection with the sales plan.

Champaign, Ill.—Soybean collaborators from 12 states held a two-day meeting here recently talking over work in the regional laboratories and progress to be made. Collaborators from Ohio, Indiana, Michigan, Wisconsin, Missouri, Iowa, Nebraska, North and South Dakota and Kansas were here with Illinois men.



Oklahoma Grain & Feed Dealers Ass'n officers and directors 1939-40. Seated are Sec'y C. F. Prouty, Oklahoma City; Temporary Sec'y E. R. Feuquay, Enid; President Vern L. Goltry, Enid, and Director H. F. James, Gage.



# Trucks, Freight Rates, Agriculture Before Texas Grain Dealers

A fast moving program covering major problems like the wage-hour act, truck traffic, rail freight rates, wheat crop insurance, and the national agricultural situation, attracted one of the largest turn-outs in years to the 42nd annual convention of the Texas Grain & Feed Dealers Ass'n, held in the Hotel Texas, Fort Worth, May 12 and 13.

## Friday Morning Session

PRESIDENT W. B. CHAMBERS, San-ger, gave the opening of the first session in the Longhorn room, Friday morning.

REVEREND W. D. HUDGINS, pastor, Broadway Baptist Church, pronounced the invocation.

WILLIAM HOLDEN, Fort Worth Chamber of Commerce Manager, warmly welcomed the delegates.

W. A. HOWARD, Dallas, responded for the delegates.

## Wage-Hour Act

F. E. NICHOLS, regional director, Wage-Hour Division, Dallas, explained the law he directs, the background on which it is built, and what may be expected from it.

"When labor earns reasonable wages," said Mr. Nichols, "it will have more money to spend for foods and farm products. This means more business for country grain dealers, since it means a bigger market for farm products."

"The Norton bill before Congress to amend the wage-hour law will completely exempt country grain and feed dealers from the provision of the law for 14 weeks of each year and will allow elevator employees to work 60 hours a week the rest of the year without overtime pay. The law, of course, does not extend the same exemption to terminal elevators."

SECY G. E. BLEWETT, Fort Worth, called attention to the competitive situation existing between exempt and non-exempt grain dealers located at the same point, as regards the wage-hour law, pointing out the discrimination between elevators that employ fewer than seven employees, and those who employ more, when both are buying from the same farmers and selling to the same shipping points. Promised wage-hour division hearings on this point, said Mr. Blewett, have not been held.

SOME DEALERS refuted the claim of Mr. Nichol's assistant, Mr. Reid, that the wage-hour law would force cut-throat competition to raise its standards to the level of legitimate trade. "Truckers," said Bob Wendland, Temple, "in most cases have fewer than seven employees and operate intra-state. They remain unaffected by the wage-hour law, and will continue as sharp competition for local grain dealers. The folks that are hurt by the law are the grain dealers who must meet their competition, without having comparable wage-hour privileges."

## Wheat Loans

RICHARD JONES, Dallas, of the Commodity Credit Corp., responding to questioning, said: "Storage on wheat held as collateral for C.C.C. loans, and being sold back to the farmers, should be paid at the time receipt for the wheat is released. Properly, it is deducted from the price."

"Turning stored wheat covered by government loans, without written authority from the C.C.C. earns no charge for this service, unless special authority can be obtained for this charge." (This comment grew out of a complaint offered by one grain dealer who said his letters to the C.C.C. asking authority

to turn some government wheat he held in store, had been unanswered.)

## President Chamber's Address

PRESIDENT CHAMBER'S annual address centered on the problem of electing a new sec'y to take the place of Sec'y Blewett, who was resigning to accept the management of the Fort Worth Elevators and Warehousing Co.

"Many problems face the grain dealer," said President Chambers. "We must face such things as smaller margins, increasing taxes, wage-hour legislation, and truck competition."

"Perhaps the greatest of these is truck competition. Volumes have been written and spoken about its effect upon all classes of business in established lines. I am convinced that the elimination of the interstate rail rate discrimination from which we now suffer, and a 40% reduction in intra-state grain rates, retaining the major portion of the transit privilege, would enable the grain shipper to continue his business on a rail shipping basis. Without such reductions, I fear the grain dealers must go into the trucking business, or re-establish themselves on some other basis than that now enjoyed."

"These problems make our ass'n a necessity to the grain trade of Texas. May we as an ass'n continue the fight for lower freight rates, enlisting the assistance of our Chambers of Commerce, and, if necessary, our state and national legislators."

## Sec'y Blewett's Report

SECY BLEWETT, in his "swan song" as sec'y of the ass'n, announced an increase in the ass'n membership during the last year lifting its numerical strength from 196 to 240.

"With reluctance I announce it has become necessary for me to tender my resignation to accept a return to active grain business," said Sec'y Blewett.

"During the year 33 bulletins have kept the trade informed on ass'n matters. Our contacts at Washington and at Austin have been invaluable to the trade. Had it not been for these contacts, Texas grain dealers would be much worse off than they are."

"We have fought vigorously for an increased wheat acreage allotment in Texas. If you would bring more influence to bear on government circles thru your farmer friends I am sure our efforts in this direction would bear some fruit."

"Seasonal exemption' in the wage-hour law should apply to terminal elevators as well as to country elevators. When grain is moving in volume, terminal elevators are just as busy as country houses. They have to receive and unload the grain shipped."

"The truck peddler bill presented to our state legislature is doubtful of passage. Peddler trucks, however, will be taken care of to a limited extent by the new warehouse law and by the private carrier law, both of which show good likelihood of passage."

"The ass'n should become more aggressive along many more lines. Organization of 'inner-councils' for the various divisions of interests in the ass'n, if they function properly, should be a great help to the entire trade, in all its aspects, and permits the ass'n to work for all to better advantage."

"Discriminatory freight rates are a problem to Texas dealers. But the dealers must get together on a sound traffic program if they would help themselves. The state of Texas should have a state traffic council to fight for lower rates. A move in this direction has been started, and should be followed up by your incoming sec'y."

## Private Carrier Bill

ALBERT BROWN, Lampasas, said Texas has 180,000 private trucks. Under the Private Carrier bill, these would all be required to register with the Texas Railroad Commission and would come under its supervision. The bill would require private carriers to have an "established place of business."

## New State Warehouse Law

SECY BLEWETT explained the new state warehouse law which will apply to elevators doing a storage business. It provides for bonding storage houses, and issuance of warehouse receipts. To handle storage an elevator would require a license either from the state or from the federal government. Federal licensed houses would be exempt from the state law.

## Thanks to Sec'y

SECY BLEWETT was given a unanimous vote of thanks for his earnest work on behalf of the grain dealers during the last year, with special reference to traffic matters, rates, and legislation.

ADJOURNED to Friday morning.

## Saturday Morning Session

LEROY K. SMITH, Washington, D. C., manager of the Federal Crop Insurance Corp., was the first speaker at the second and closing session.

## Wheat Insurance

Repeating most of his comments before the Western ass'n at Sioux City (reported in the last number of the Journals), Mr. Smith told the delegates that wheat insurance premiums are stored in the form of wheat in 61 federal licensed elevators in different parts of the country at half the regular commercial rates. This wheat is purchased on the market, since less than 1% of the farmers pay their premiums in the form of wheat, over 99% paying their premiums in cash. Corporation purchases of cash wheat to create the wheat insurance reserve coincides as nearly as possible with the kind of wheat produced by the areas taking insurance, and storage is scattered to keep actual wheat reasonably close to the areas insured.

Mr. Smith said the purchase of reserve stocks (6,000,000 bushels last year) has had no appreciable effect on the market. If all wheat farmers had their crops insured, he believed, there would be no necessity for offering wheat farmers any other form of relief.

The Kansas City office of the Corporation now has 315 claims on current wheat crops that are a total loss, and payment is following investigation. Most claims resulting from insurance will not be paid, however, until after harvest, when the exact amount of loss can be determined in those cases that are not a complete loss.

"We are trying to make crop insurance fit the farmer, rather than try to get the farmer to change his methods. Both landlord and tenant have wheat insurance available."

## What Ails Agriculture

DELOS L. JAMES, Washington, D. C., manager of the agricultural department, U. S. Chamber of Commerce, in looking over the national agricultural situation, said: "Every form of business, including grain, must examine the interrelated problems of their businesses as directly or indirectly associated with other forms of business, and with production and markets."

"Parity prices for the farmers," said Mr. James, "in admitting existence of a farm problem, are the comparative prices that existed between agricultural products and industrial products in 1909-14, when the annual farm income was six or seven billion dollars out of an annual national income that averaged 31 billion. In 1919 the farm income began to decline; today it is 10%. Unrest in agriculture comes from the demand for a



20% share, such as agriculture enjoyed in the parity period.

"Farm income has not come up to the expected parity, even with government aid, and this will doubtless lead to new cost of production bills being introduced in the future. The cost of production bill offered in the current Congress is dead for the time being. It was in demand by only a small group, and the farmers themselves killed it, desiring to try the present A.A.A. for a little while longer.

"We have felt that crop insurance for the farmers, as developed by the federal government, is a fine thing. But we fear it is becoming too closely allied with the A.A.A. program, and will become less available to farmers who do not choose to sign up with the program."

#### Norton Amendment

RAY B. BOWDEN, executive vice-president of the Grain & Feed Dealers National Ass'n, said that the Norton Amendment to the Wage-Hour Law, if passed by Congress as appears certain, will lose grain dealers the exemption from this law that they now enjoy. His address appears elsewhere in this number.

Mr. Bowden described the conditions under which the Sec'y of Agriculture will be forced to offer wheat loans, when he said he did not know whether or not loans would be made. The Sec'y must make loans if the price falls below 52% of parity. The price for wheat now (May 13) is just a little higher than that for percentage. Loans under any condition except refusal of farmers to vote marketing quotas in case of excessive production and carry-over, are at the discretion of the Sec'y.

#### Crop Reports

FRANK WHITE, Dallas, leading a review of crop conditions, credited the north and west plains in the Panhandle with having the best prospects for a wheat crop. "Texas has 4,000,000 acres planted to wheat. Most of the damage, and the poorest prospects occur where the acreage is smallest. Texas stands a good chance to produce 32,000,000 bus of wheat."

BEN FEUQUAY, Enid, Okla., gave Oklahoma credit for likely production of upwards from 50,000,000 bus of wheat.

C. W. GRIFFIN, federal grain supervision office, Fort Worth, called attention to books and pamphlets available to grain dealers, covering grading of grains, making particular reference to the new Grain Grading Primer.

#### Resolutions Adopted

RESOLUTIONS adopted expressed the grief of the ass'n at the passing away of Mr. and Mrs. Edwin B. Doggett, of Dallas, James C. Hunt of Wichita Falls, and J. S. Gordon of Beaumont; gave an expression of appreciation to resigning Sec'y G. E. Blewett, Fort Worth, for his valuable services; conferred upon Ben. E. Clement, Waco, a life membership in the ass'n; opposed any change in the administrative set-up for the Texas feed law; commended H. S. Hilburn, president of the West Texas Chamber of Commerce, for leading a vigorous fight for reduction of freight rates in Texas; and requested the A.A.A. to grant Texas a substantial increase in its wheat acreage allotment.



Director-Elect, and Retiring Sec'y G. E. Blewett, Fort Worth, congratulates A. G. Campbell, Fort Worth, on his election to the sec'yship of the Texas Grain & Feed Dealers Ass'n, while Director E. G. Barks, Tulia; First Vice-President T. E. Melcher, El Campo; President Albert Brown, Lampasas, and Second Vice-President W. A. Howard, Dallas, look on.

Processing taxes were vigorously opposed with a resolution that read:

#### Processing Taxes

WHEREAS, adoption of any processing tax on wheat, corn, or other farm products that would impose an additional hardship on the public striving to hold up under taxation already too burdensome, such taxes now consuming 25% to 30% of every dollar we spend either in direct or concealed taxation, be it

RESOLVED, that the Texas Grain & Feed Dealers Ass'n desires to express the hope that Congress, in consideration of the consuming public, which includes the farmers, will avoid taxing any product of the farmer thru such means as the processing tax on wheat and other basic commodities, which Sec'y of Agriculture Wallace is advocating.

#### Importance of Cash Grain Commission Merchants

Grain commission merchants were supported with a resolution that read:

THE TEXAS Grain & Feed Dealers Ass'n draws the attention of the Federal Agencies to the importance of the cash grain commission merchant at the terminal markets, and urges upon the Commodity Credit Corporation and other federal agencies that their programs be shaped to include the use of cash grain commission merchants' services in the movement of corn and wheat in their loan programs. The producer will demand that this important part of the grain distribution machinery be in healthy condition every year, and especially in years when there is no government loan program. To maintain this important service it is economically necessary and eminently just that government agencies should not even partially supplant them in years when government loans are made.

#### Wage-Hour Exemption

A BRIEF presented by Bob Wendland after lengthy study in com'te, asked Congress to grant to grain and feed dealers the same exemptions from the provisions of the Wage-Hour law that are granted all classes of the cotton industry, so as to permit it to work freely, and unhampered in the interests of the farmers producing cereal crops.

#### Election of Officers

ELECTION of officers placed the following for the ensuing year: Albert Brown, Lampasas, president; T. E. Melcher, El

Campo, first vice-president; W. A. Howard, Dallas, second vice-president; A. G. Campbell, Fort Worth, sec'y-treasurer. Retained on the board of directors was G. E. Blewett, former sec'y, Fort Worth. To replace W. C. Cates and A. F. Miller on the directorate, J. S. Lindsey, Houston, and E. G. Barks, Tulia, were elected.

Adjourned *sine die*.

#### Fort Worth Convention Notes

REGISTRATION was handled by a registration com'te, consisting of J. A. Simons, chairman; Tom West, A. G. Campbell, and Mrs. Ruth Felts.

JIM SIMONS was first in line to receive a rose from pretty Ruth Felts. The roses came from the private gardens of Kay Kimbell, the pretty girl from Mr. Kimbell's office, and a big smile came free with each rose.

RESERVATION of the afternoon for private visiting among the delegates was a feature of the convention appreciated by all. It gave a convention sought opportunity for the dealers to rub shoulders with each other, and establish trading connections.

A STEINLITE electric moisture meter was on display on the convention floor in charge of Frank L. Osborne, of Seed Trade Reporting Bureau, and G. D. Elwell.

A SOYBEAN exhibit, showing soybeans and the different products made from them, was displayed by A. E. Staley Manufacturing Co.'s K. G. Maltas.

SOUVENIRS: Souvenirs were frequent and plentiful. Fort Worth Elevators & Warehousing Co.'s G. E. Blewett and Jim Simons distributed handy key chains. Kimbell Milling Co.'s Kay Kimbell, K. K. Smith, and Mensing West distributed auto-point pencils bearing calendars for 1939 and 1940. Transit Grain & Commission Co.'s Leo Potishman announced he is in the importing business as

[Concluded on page 444]

## THE FORT WORTH ELEVATORS & WAREHOUSING CO.

FORT WORTH, TEXAS

5,800,000 BUSHELS EXCLUSIVE PUBLIC STORAGE

FEDERALLY LICENSED, Bonded, Fire-proof Public Storage.

Liberal advances on our negotiable warehouse receipts.

G. E. BLEWETT, Vice-President and General Manager.

J. A. SIMONS, Assistant General Manager



## Improved Wheat Varieties Before Panhandle Grain Dealers

Possible improvement in the quality of the Panhandle wheat crop attracted close attention from a well filled convention hall at the 26th annual convention of the Panhandle Grain & Feed Dealers Ass'n, which met in the Herring Hotel, Amarillo, Texas, May 15 and 16. The subject appeared on the program for the first session. Other subjects covered during the two morning sessions covered the Johnson grass problem, the national agricultural situation, wheat loans, the proposed Texas warehouse law, and the place of the county agent in grain marketing.

### Monday Morning Session

PRESIDENT J. E. WEEKS, Claude, gavelled the opening of the first session in the Crystal Ball Room of the hotel Monday morning.

REV. H. CLYDE SMITH, pastor, San Jacinto Methodist Church, Amarillo, pronounced the invocation.

JOE JENKINS, Mayor pro tem, Amarillo, warmly welcomed the delegates.

LLOYD NELSON, Claude, responded with praises of the city and the Amarillo grain trade.

PRESIDENT WEEKS dispensed with his annual address in favor of other speakers on the crowded program.

SEC'Y JOE S. MORRIS, Amarillo, read the minutes of the last meeting, and the financial report which showed the ass'n possessed of a favorable balance. His report was unanimously approved.

### Buyers Must Discount Mixed Wheats

DR. JOHN H. PARKER, director of the Kansas Crop Improvement Ass'n, Manhattan, Kan., used many exhibits during his address to drive home the need for wheat improvement in order to meet the new demands that are arising in the milling and baking trades, and urged the dealers to boost pure seed wheat of adapted varieties, treated to prevent smut and such other diseases as may be preventable. He encouraged line company officials, independent dealers and farmers elevator managers to work closely together for wheat improvement, and had no sympathy for the man who is interested "only in quantity, not quality." He said:

"In the long run, wheat must find its final market in a flour mill. Flour mills are responding to a demand from the bakers for better quality flour, which in turn arises from a demand on the part of the consuming public for better bread.

"The baker has an interest in wheat improvement programs. He has to sell bread to the public. The better the bread, the more of it the public will consume.

"Wheat improvement begins with the weather. Beyond that man can take a hand by planting pure varieties of clean seed, adapted to the locality."

Dr. Parker took mixed wheat to task as a drug on the normal market, that returned discounts to country elevators and to farmers. "Unfortunately, this wheat that no one wants except at a discount, is not treated in its proper light by the country grain buyer who thinks wheat is wheat and buys it all at the same price. The only way to whip the mixed wheat problem is to discount mixtures, and pay a premium for quality."

Efforts are being made in Kansas, said Dr. Parker, to keep the production of soft and hard winter wheat varieties separated according to the natural adaptability of these grains, and to avoid the mixtures that result when both hard and soft wheats are raised in the same community.

Tenmarq hard winter wheat, and Kawvale and Clarkan soft varieties, said Dr. Parker, are recommended for Kansas conditions. What

should be recommended in the Panhandle depends upon production results, and milling and baking tests. Follow the tests of your experiment stations. "Tests have shown that adapted pure varieties produce higher yields in most instances than do the mongrel mixtures. From the bushels standpoint alone, it behooves the grain dealer to encourage production of a variety that will produce 10 bushels per acre, against a variety that will produce only 9 bushels, premium quality being equal. There is no general, all-around, best variety. What is best for a community or a territory, depends upon the growing conditions and the soil, the characteristics sought, and the market demand.

"Quality is important. 'Blood tells' in wheat just as much as in horses or cattle. This is becoming more generally recognized with the new trend toward physics in testing wheat quality. A baker despises dead, putty-like, flour that will not stand the abuse it receives in high speed mixers." Dr. Parker exhibited several curves made by recording dough mixers to show the resilience of a wheat flour and its ability to withstand bake shop treatment. Marquis wheat, he said, has wide tolerance in the abuse its flour will stand. So has Tenmarq. Turkey hard is good. Chiefkan breaks sharply. Dough curves are becoming increasingly important in selling flour to bakers, as a measure of its quality.

The new trend in flour testing is no reflection on protein, ash, and other chemical factors with which the trade is familiar, said Dr. Parker. These chemical tests will remain, but physical tests are being added to them.

"It is significant," said the speaker, "that grain dealers and millers in Canada are spending \$75,000 annually to improve the quality of Canadian wheat. Large sums are also being spent in our own Northwest, in Nebraska, Kansas, Oklahoma, and southern Indiana thru wheat improvement ass'ns.

"Competition on a quality basis is increasing. Bushels alone will no longer suffice. Foreign buyers are demanding quality. Canada, Australia, and the Argentine are giving it to them."

### Johnson Grass

S. E. CONE, Lubbock, opened a discussion on Johnson grass. "Both federal and state laws are creating restrictions and penalties on shipment of seed that carries noxious weed seeds, with which Johnson grass is classed. The fact that Johnson grass winter-kills in the north, where much of our Sudan seed is sold, is not recognized by the law. Johnson grass is still a noxious weed and it is up to us to ship clean seed.

"Grain dealers will have to work together to correct this trouble. Discourage the farmers from planting Sudan for seed on land that is infested with Johnson grass. A market that brings from \$7,000,000 to \$10,000,000 revenue to the Texas Panhandle annually is at stake."

BEN MARTIN, Vernon, suggested that W.P.A. labor might be used to map and post land that is infested with Johnson grass, and that it might even be used to dig up the weed in some communities.

JOE S. MORRIS suggested seeking the aid of publicity to call the problem to the attention of the farmers, and show them how new seed laws endanger their market unless they keep their Sudan fields clean. "Buyers," he added, "must put a severe penalty on Sudan grass seed that contains Johnson grass, by discounting it heavily to discourage production of unclean seed. A com'ite should be appointed by the grain dealers to study this problem and map out an educational campaign."

JEFF DAVIS, Sudan, the town for which

Sudan grass is named, believed prompt shipment of Sudan grass seed, instead of holding it in the elevator, will help to reduce the problem, saying that only four of the cars he shipped last year carried any of this weed seed. "But I ship the Sudan seed as fast as I can accumulate it. I don't leave it laying around so that some careless person can get infested seed mixed with good seed and ruin a large lot."

HARRY L. KEARNS, Amarillo, made a fervent plea for clean seed, clean land and quality grains and seeds that will find ready markets in this country and abroad. "Lost markets," he said, "give us no revenue. A reputation for good grains and good seeds will keep our markets open to us."

### Agricultural Situation

DELOS L. JAMES, manager of the agricultural department of the U. S. Chamber of Commerce, believed quality and kind would become increasingly important to farmers, and to handlers and processors of cereal crops. The time is already here, he said, when milk that does not come up to given standards is sent back home to the producer.

"Biggest problem in economics today," said Mr. James, "is the fact that people in towns and cities do not have enough income to buy sufficient quantities of agricultural foods and fibers. Whether improvement should come first in industrial or in farm circles is an open question, but we know that when agricultural income has gone up in the past, it has been followed quickly by prosperity in industrial circles."

Mr. James reviewed his address before the Texas ass'n (reported elsewhere in this issue) and suggested an agricultural-industrial conference where agriculture and industry could work together to solve the farm problem.

### Com'ites Appointed

PRESIDENT WEEKS appointed the following com'ites:

RESOLUTIONS: J. C. Crouch, Dallas; H. L. Kearns, Amarillo; J. J. Fite, Amarillo.

AUDITING: E. C. Schuman, White Deer; Lloyd Nelson, Claude; Gene Barks, Tulia.

NOMINATING: R. L. McClellan, Spearman; Byron Gist, Amarillo; Tom Connally, Clarendon.

Adjourned to Tuesday morning.

### Tuesday Morning Session

VICE-PRESIDENT O. D. DINWIDDIE, Hart, presided at the second and closing session.

### Wheat Loans

FRED R. MERRIFIELD, field agent for the southern division of the Agricultural Adjustment Administration, reviewed the organization behind the wheat loans, and its method of passing loans to wheat growers. A historical exposition of the development of the present wheat loan system, and its effect on Panhandle wheat growers, preceded his declaration that loans have contributed to holding up the domestic price for wheat. "Were it not for the loan," he contended, "wheat prices to farmers would be 20c to 30c a bushel lower, the domestic price being that far above the Liverpool quotations."

While the Panhandle area has entered some complaint that its hard winter wheat deserves a much larger wheat acreage allotment under the A.A.A. program, the same complaint has been entered from other wheat growing districts like the spring wheat and the soft red winter wheat territories. All cannot enjoy an increase, he said. The A.A.A. has to strike a balance.

Mr. Merrifield anticipated a change in the loan basis relationship between Kansas City and Galveston, which will redound to the benefit of the Panhandle producers. An adjustment in the loan values he also expected to reflect the higher value of protein wheat.

Differentials in loan values for different grades will remain virtually the same as last



year. Where the loan value is based on No. 2 wheat, the value of No. 1 will be 1c higher per bushel; of No. 3, 2c lower; of No. 4, 5c lower; of No. 5, 8c lower. Interest rates will continue at 4 per cent. Farm storage for the loan period earns 7c credit for storage.

#### Texas Warehouse Law

K. K. SMITH, Fort Worth, said the new Texas warehouse law has a good chance of passing at the current legislative session if it can be brought before the Senate, but it is doubtful if administrative facilities can be set up in time to make it effective on the 1939 crop of wheat.

The proposed bill, he said, provides that anyone who stores grain must take out a license, and be bonded for the capacity of his elevator. Those who operate more than one elevator would need a license for each warehouse, but would require only one bond to cover the total capacity licensed. The warehouse commissioner appointed under the law would be authorized to appoint a receiver, and take charge, of any elevator found to be mis-managed.

Warehousemen could not store grain beyond the capacity of the elevator, except with the written consent of the owner of the grain. Then records must be kept of that grain throughout its entire movement, tho it would be permissible to have the re-storage elevator issue a warehouse receipt jointly to the owner of the grain and the receiving elevator.

All grain received at an elevator, without specific instructions for its sale, would be considered as going into storage, under the proposed law. Grain brought in by a truck driver who did not know the wishes of its owner would automatically be considered stored. Back of the bill is an intense desire on the part of its framers, said Mr. Smith, to "build a fence around the producers for their own protection."

Mr. Smith believed Texas grain trade ass'ns should appoint com'tes to study the proposed law, and to aid in the promulgation of rules

and regulations for its operation, should it be passed. Federally licensed elevators are automatically exempt from its provisions.

#### County Agents

ALEX R. BATEMAN, Hereford, Deaf Smith County's agent, believed county agents would be in a poor position to inform wheat growers about the kinds and qualities of wheat to produce, were it not for the aid they receive from country elevator operators.

"We must give more attention to soil fertility if we are to continue to grow wheat," said Mr. Bateman. "The farm program of the A.A.A. is fostering the idea that Panhandle farmers should follow a rotation program that puts one-third of their tilled land into wheat, one-third into sorghums, and summer-fallows one-third every year."

#### Wage-Hour Law

R. B. BOWDEN, executive vice-president of the Grain & Feed Dealers National Ass'n, said the first criminal prosecution under the federal wage-hour law is soon to be tried, and several civil actions have been started. There is no way to evade the law. If a country elevator has less than seven employees it is exempt, but if it has more than seven it is subject to the law, unless a sufficient number of the employees can be classified as executives, or as purely intra-state workers to create exemption. Those coming under the law are limited to 44 hours a week, time and a half for overtime, and a minimum wage of 25c per hour.

The Norton amendment has not been passed, said Mr. Bowden, so original exemptions remain in force until such time as the law is amended and clarified.

The Coffee amendment to the federal seed act, which would prohibit shipment of noxious weed seeds in interstate commerce, if passed by Congress, might be more dangerous than is generally supposed. It might prevent the shipment of Sudan seed containing Johnson grass seeds from the station that purchases it. Cases are known where the courts have held that

seed, loaded in a box car and started on its way, is in interstate commerce regardless of an intra-state destination.

#### Resolutions Adopted

PRESENTED by Chairman J. C. Crouch, of the resolutions com'tee, and read by Sec'y Joe S. Morris, the following resolutions were adopted:

#### Texas Feed Law

WHEREAS, The Texas Feed Law has been administered by the Director, Texas Agricultural Experiment Station, A. & M. College of Texas, since its enactment in 1905, and,

WHEREAS, the law has been efficiently and economically administered which has resulted in great benefit to the legitimate manufacturer of feed as well as to the consumers of feed throughout the State and especially to the ranchmen in the Panhandle and,

WHEREAS, its administration is based upon facts emanating from the laboratories of scientists of the Texas A. & M. College, therefore be it

RESOLVED that the Panhandle Grain Dealers' Ass'n go on record as opposing any movement to consolidate the Division of Feed Control Service with any other State department or separate the Feed Control Service from the A. & M. College of Texas.

#### Government Wheat Handling Costs

RESOLVED, that where wheat is moved by the Commodity Credit Corporation through the country elevator at maturity dates of loans, handling charges allowed to the country elevator should not be less than cost as established by recent authoritative surveys conducted by State and Federal agencies. We urgently point out to the Commodity Credit Corporation that handling charges below actual cost would mean eventual confiscation of private property by Federal regulation, and urgently request that they reconsider the present allowed rate of 2½c per bushel because it is below actual handling cost. Therefore, be it

RESOLVED that the Panhandle Grain & Feed Dealers Ass'n go on record as requesting that such handling charge be raised to not less than 4c per bushel, to cover the actual cost of such service rendered.

#### Protein Premium Scale

WHEREAS, it has come to our attention that the A.A.A. in announcing loans this year contemplate including a protein premium scale, and

WHEREAS, it would be a physical impossi-

# AMARILLO

"Capitol of the Panhandle"

## TOP QUALITY

- High Protein Wheat
- Kaffir
- Milo
- Cane Seed
- Sudan Grass Seed

Write, Wire, or Phone the Following Members of the

## AMARILLO GRAIN EXCHANGE

J. N. Beasley Elevator Co.  
Burrus Panhandle Elevators  
Great West Mill & Elevator Co.  
Hardeman-King Co.  
Henneman Grain & Seed Co.

Uhlmann Grain Co.

Kearns Grain & Seed Co.  
Lester Stone  
Martin-Lane Grain Co.  
Neely Grain & Elevator Co.  
Producers Grain Corp.



bility for country elevators to arrive at the correct protein content during the rush of harvest, and it would be a physical impossibility for such country elevators to bin this wheat separately according to protein content, and

WHEREAS, the A.A.A. by so doing is establishing a premium on a possible quality before the crop is harvested, which premium very likely may not exist and thereby disrupt trade values and be unfair to both farmers and millers, therefore, be it

RESOLVED that the Panhandle Grain & Feed Dealers Ass'n go on record as opposing any protein premium scale in connection with loans on wheat, and be it further

RESOLVED that a copy of these resolutions be forwarded to the A.A.A. and the C.C.C. and also to the Hon. Marvin Jones, at Washington, D. C.

#### Conditioned Wheat

ANOTHER RESOLUTION, introduced by K. K. Smith, Fort Worth, from the floor, and adopted by a showing of hands, requested that the Commodity Credit Corporation make loans available to farmers whose wheat graded "tough," but who stored that wheat at a suitable elevator, and had it reconditioned to bring it up to satisfactory grade, the loans to be made on the basis of the grade after conditioning.

#### Election of Officers

ELECTION placed for the ensuing year: O. D. Dinwiddie, Hart, president; John A. Pitman, Hereford, vice-president; Joe S. Morris, Amarillo, sec'y-treasurer. Directors: Harry L. Kearns, Amarillo; D. J. Barnett, Miami; Robert Stone, Clovis, N. M.; Tom Connally, Clarendon, and Ben Smith, Plainview.

#### Crop Reports

A COMPILATION of county crop reports made at the meeting gave an indicated production of 14,277,000 bus. of wheat in the 38 Panhandle counties this year. The compilation was generally considered exceedingly low, the returns incomplete.

PRESIDENT-ELECT DINWIDDIE appointed a Johnson grass com'te consisting of Ben Smith, Plainview; C. M. Henderson, Amarillo, and S. E. Cone, Lubbock.

Adjourned *sine die*.

#### Panhandle Convention Notes

SOUVENIRS distributed included: Key chains by Fort Worth Elevators & Warehousing Co.'s Ed Blewett. "Lucky" hand-carved monkeys from China by Transit Grain & Commission Co.'s Leo Potishman. Realite pencils with a two-year calendar, by Kimball Milling Co.'s K. K. Smith. Automatic pencils by Great West Mill & Elevator Co.'s J. J. Fite.

OPEN-HOUSE was held by J. C. Crouch Grain Co. and Burrus elevator interests in two rooms on the convention floor of the hotel. Andrews & Shank kept open a free-lunch counter that was kept busy most of the afternoon.

THE ROCK ISLAND railroad provided a special Pullman car for those convention visitors who were "going on to Enid."

CROP FORECASTERS, amateur and professional, were in varying degrees of disagreement over wheat prospects, as is customary at this time of the year. Generally, they agreed, the Panhandle should have a good crop over three-fourths of its acreage.

DAVE LORENZ of Salina, Kan., received a great deal of good-natured "kidding" over purchase of a pair of cowboy boots to fit his own feet.

CREDIT for good handling and preparation of the convention program goes to Jim Fite, chairman, Harry Kearns, and H. C. Adams, of the Amarillo program com'te.

THE ANNUAL BANQUET, a colorful affair that grows bigger and better every year and is coming to crowd the ball room of the Amarillo Country Club, was held Monday night. Harry Kearns was the toastmaster, introducing leading lights in the trade. Several song and dance acts with a chorus of clever youngsters made up the floor show. Dancing and bridge games continued far into the night after the dining and the show were over.

THE ENTERTAINMENT COM'ITE, responsible for the annual banquet, the golf tournament, and the ladies' luncheon, consisted of J. E. Davis, chairman, C. M. Henderson and W. E. Coley.

A SPECIAL REGISTRATION was held for the ladies. Coffee was provided with the registration when the convention opened.

FORTY-FIVE visiting ladies enjoyed a luncheon in the Red and Gold Room of the Amarillo Hotel, at noon on May 16, listened to a program of entertainment, extended friendships.

TOM CONNALLY, Clarendon, and Earl Riffe, Stratford, reversed their order again in the annual golf tournament. Tom took first prize, a handsome thermos jug; Earl took second, a dozen golf balls. At last year's tournament Riffe took first place, Connally second.

#### Panhandle Pilgrims

Oklahoma was represented by F. A. Render, Woodward; G. D., E. H. and J. B. Riffe, Texhoma.

Kansas City sent Glen Brown and R. O. McKenna.

Chicago was represented by F. A. Miller. New Mexico sent J. W. Stone, Jr., Portales. Kansas dealers present were: R. L. Miller, Kinsley; J. R. Harold and John Beyer, Wichita; Dave P. Lorenz, Salina.

Indiana was represented by H. C. Altmansburger, Evansville.

From Dallas came R. R. Stuard, K. T. Martin, W. A. Howard, Frank White, J. C. Crouch and M. L. Canfield.

Houston's sole representative was Sam Strader.

Fort Worth sent G. E. Blewett, Ft. Worth Elevators & Whsg. Co., A. A. Hart, K. K. Smith, Carl Ferguson, M. O. Andrews, M. C. Rall, Leo Potishman and Jack Greenman.

The supply trade was represented by E. M. Dillon, Dallas, Tex., and O. T. Vinsonhaler, Owensboro, Ky.

Other Texas dealers were: C. L. Ledwig and T. G. Fields, Groom; J. E. Jeffries, Ben F. Smith, H. G. Stinnett and James B. Wallace, Plainview; Buck Trogue and Alvin Bagwell, Littlefield; A. C. Hawkins, Brownfield; J. S. Jones and M. W. Hoover, Hereford; L. R. Conner, Farnsworth; O. D. Dinwiddie, Geo. H. Houser and J. E. Fuller, Hart; Carl Hill, Bushland; Bert W. Self, Crowell; J. E. Weeks, L. V. and M. E. Nelson, Claude; H. B. Hankins, J. H. Williams, S. E. Cone and Geo. M. Roach, Lubbock; A. H. Nichols, George Fletcher and W. A. Teters, Perryton; J. W. Philpott and D. I. Barnett, Miami; Fred Honea, Gainesville; W. N. Martin, Vernon; E. C. Davis, Sudan; Milton Neilson and R. L. Walters, Canyon; Pete Whitlow, Dimmitt; L. C. McConnell, Pampa; M. C. Giesecke, San Antonio; H. H. Elam and Wm. F. Miller, Wildorado; E. Riffe, Stratford; R. E.

Patterson and Ed. Whitfield, Lockney; Albert R. Clubb, Petersburg; John R. Mayo, Dougherty; C. L. Rhoades, Hitchland; C. H. Smith, Canadian; A. M. Medlin, Abernathy; R. A. Hawkins, Farwell; O. C. Bailey, Aikens; V. H. Harman, Hurley Maynard, W. T. Townsend, Lloyd L. Airhart and H. E. Toles, Happy; W. B. Johnston, Panhandle; E. F. Tubb, Kings Mill; J. J. Grimes, Washburn; Tom F. Connally, Clarendon; E. G. Barks, W. F. Griffin, Tulla; H. A. Buhrkuhl, Kress; E. C. Shuman, White Deer; R. L. McClellan, Spearman; Byron Gist, Adrian; L. R. Stringer, Floydada; W. A. Smith, Black; R. C. Ayers, Slaton.

## Trucks, Freight Rates, Agriculture Before Texas Grain Dealers

[Continued from page 441]

well as the exporting business by distributing hand carved, soap-stone monkeys from China, of the "see no evil, hear no evil, speak no evil" variety.

#### Fort Worth Dinner Dance

The annual banquet and dinner dance was held at the Lake Worth Casino, popular Fort Worth night spot on enchanting Lake Worth, Friday evening. Guests were served their dinner "when, if and as you arrive." Dancing, of course, was continuous, during and after dining, and was characterized by a flow of white suits and beautiful gowns.

A feature of the evening was the handsome set of traveling bags, and the bill fold presented to resigning Sec'y Blewett as a parting gift from members of the ass'n. To receive it, Sec'y Blewett and Mrs. Blewett were called to the orchestra stand, where Gaylord Stone, in flowing oratory, made the presentation, and Sec'y Blewett responded with great appreciation for the "spirit of friendship behind the gifts."

Credit for an entertaining evening goes to the entertainment com'te, consisting of W. L. Newsom, chairman, A. A. Hart, T. E. Ferguson, J. A. Simons, and E. B. Wooten.

#### Attended Fort Worth Convention

AUSTIN sent Reece Meador.

AMARILLO: W. K. McCaskill and High Higgins.

BEAUMONT: Wiley Culpepper.

CHICAGO: F. A. Miller, James E. Bennett & Co.

DALLAS: Will J. Lawther, R. T. Cofer, W. A. Howard, Frank J. White, W. B. Stowers, Carey Crouch, G. H. Rogers, J. Richard Jones, Wiley Akins, Leland S. Reid, Fred E. Nichols, R. R. Stuard, O. A. Kirkland.

GALVESTON: J. R. Holmes.

HOUSTON: N. A. Crawford, Bruce Carter, F. H. Pincoffs, W. R. Archer, Felix Meyer, A. F. Miller, J. S. Lindsey, Sam Strader, Art Benson, L. E. Church, Wm. Graves, E. C. Downman.

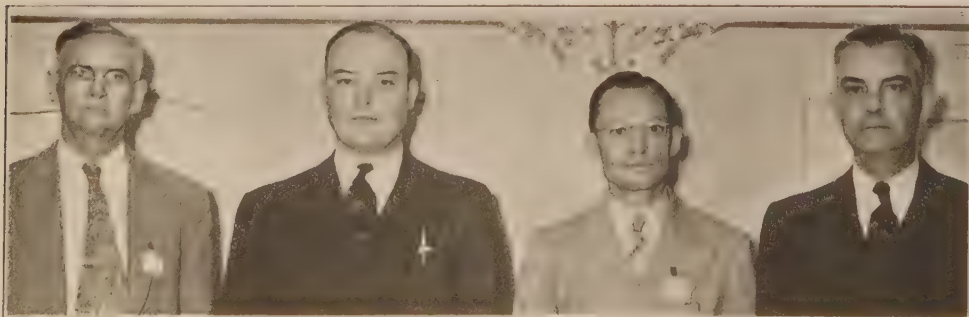
SAN ANTONIO: M. C. Giesecke and J. F. Shanley.

KANSAS CITY, MO.: F. J. Fitzpatrick, Simmonds-Shields-Lonsdale Grain Co.; R. O. McKenna, and Glen Brown.

OKLAHOMA points: Ben Feuquay, Enid; J. S. Ezell, Kingfisher; Mrs. Martha Calkins, Chelsea.

TEXAS shipping points (arranged alphabetically by towns): J. T. Hollinger, and Leon Carson, Abilene; W. H. Range, Beville; Charles R. Wilson, Coleman; Herbert Brown, Pete Bell, and Sam T. Crews, Crowell; T. E. Melcher, El Campo; G. B. Jackson, and Oscar J. Allen, El Paso; W. C. Cates and Henry Edwards, Floydada; Fred Honea, Gainesville; W. D. Deacon, Grapevine; Clarence Lee, Greenville; Vincent M. Wieser and Henry A. Wieser, Hamilton; F. B. Moore, Hamlin; Lloyd L. Airhart, Happy; O. D. Dinwiddie, Hart; A. N. Robertson, Hillsboro; Roy Cowan, Itasca; H. A. Buhrkuhl, Kress; R. L. Cole, Krum; Wiley N. Temple, Lamesa; Albert Brown, Lampasas; H. B. Hankins and P. C. Blair, Lubbock; J. M. Crouch, McGregor; Ben R. Hill, McKinney; H. J. Hughes, Panhandle; H. G. Stinnett, and James B. Wallace, Plainview; A. C. Hughston, Plano; W. B. Chambers, Sanger; R. C. Ayers, Slaton; Cliff Davis, Sudan; J. E. McDonald, Sr., and Jr., J. A. Bizgell, R. E. Wendland, Temple; C. C. Browning, Truscott; E. G. Barks, Tulla; Madison Clement, Waco; C. A. Waller, Weatherford; R. C. Bentley, Wesaco; Charles E. Clough and Glenn L. Berry, Wichita Falls; C. L. Green, Winters.

SUPPLY MEN: Bags, E. F. Eastman, A. M. Wiesner, J. T. Cleland, M. W. Gary, C. F. Smith, Jack Spillers, Laboratories, Paul D. Cretien, Scales, M. D. Dillon. Moisture testing equipment, Frank L. Osborne, of Seed Trade Reporting Bureau, and G. D. Elwell. Feed ingredients, F. H. Snell, C. W. Sievert, N. B. Waldo, John F. Wilcox, K. J. Maltas, Roy W. Wilson, Hammer mills, James Tipton.



Officers and Directors of Panhandle Grain & Feed Dealers Ass'n 1939-40. L. to R.: Director Tom Connally, Clarendon; President O. D. Dinwiddie, Hart; Sec'y Joe S. Morris, Amarillo; Director Ben Smith, Plainview.



# Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

## ARKANSAS

Dewitt, Ark.—The Kansas Milling Co. reported a small loss sustained at its plant in April from high winds.

## CALIFORNIA

Hynes, Cal.—J. E. Huffine has moved his hay and grain business to a lot south of the Methodist Church. W. P. Joiner is associated with him in the business.

## CANADA

Markham, Ont.—Alvin E. Reesor of the Mar-mill Feed Mfg. Co., passed away Apr. 14.

Ottawa, Ont.—The government's broad wheat program is complete. Third reading of the wheat board bill which sets the minimum price on the 1939 wheat crop at 70c a bu., and to the amended Canadian Grain Act, the most bitterly debated item of the lot, was given the evening of May 16, assuring western wheat growers of that initial price, no more and no less, on their this year's crop.

Teulon, Man.—The N. M. Paterson grain elevator was destroyed by fire early May 16, the flames menacing the entire business section for a time, being brought under control by a bucket brigade. The company will rebuild at once according to an announcement made by Norman M. Paterson, company president. The ruined elevator contained 2,000 bus. of grain. The house was purchased about 12 years ago from the firm of Wood & Co., and had a storage capacity of 28,000 bus. It was of frame construction, metal-covered.

Winnipeg, Man.—Damages of \$125,000 are asked in a writ issued in the Court of King's Bench May 4 by the R. B. McClean Grain Co. and Robert B. McClean, against McCabe Bros., a grain brokerage firm with head offices in St. Paul, Minn. The writ also joins C. E. Austin, the Winnipeg manager, as a defendant. The claim is based on transactions said to have taken place in the period from 1924 to 1928. The writ sets out that during this period the defendants conspired against the plaintiffs with the result that they incurred heavy financial losses in connection with operations of grain elevators. The McCleans owned 25 elevators in Manitoba and Saskatchewan and a grain terminal at Fort William, Ont., in 1925. Between that year and 1928, by a series of agreements, the defendant, McCabe Company, operated the elevators and terminal. The plaintiff alleges there was a conspiracy between the defendants to defraud the plaintiff, McClean Company, of large sums of money.

## COLORADO

Hillrose, Colo.—The Welch Elevator has been opened for business.

McClave, Colo.—The Denver Alfalfa Milling & Products Co. has installed a new dehydrator in its local plant.

Kornman (Lamar p. o.), Colo.—The Denver Alfalfa Milling & Products Co. is operating a new dehydrator recently installed in its local plant.

Wiley, Colo.—A new dehydrator was installed recently at the local plant of the Denver Alfalfa Milling & Products Co., and was given a trial operation May 10.

Castle Rock, Colo.—The Douglas County Mercantile Co. is constructing a grain elevator on the Rio Grande property just north of its warehouse. W. G. Bragg is manager.

Sterling, Colo.—The Welsh Grain Co. is building an addition to its local elevator which will add 32,000 bus. storage to the plant. Metal bins are being added at each side of the present structure, and when completed, the plant will have a capacity of 55,000 bus.

Holyoke, Colo.—Holyoke Farmers Co-operative Elvtr. Co. is building a 22x26 ft. addition to its elevator, the new structure to be 50 ft. high and have a 22,000-bu. capacity. A new scale is being installed with a 9x34-ft. reinforced concrete platform. The office of the elevator will be remodeled to provide a clear view of the scale platform from the office window. A dike has been completed surrounding the gasoline tanks west of the company's oil station.

Durango, Colo.—A new wheat receiving dock is being built by the Graden Mill of Durango where a new truck dump has been installed. New wheat testing equipment has also been purchased by the company and improvements are being made also to the feed milling department where a new mixer has been installed, to be used principally for making up test formulas for the experimental poultry plant, also new, and used to test various feeds manufactured.

## ILLINOIS

Toulon, Ill.—The Davis Grain Co. has replaced its old belt with a new Atlas Rubber Covered Bucket Belt.

Broadwell, Ill.—Isaac Eisiminger, 82, a retired grain elevator operator, died May 10 at his home here.

Clinton, Ill.—The DeWitt County Co-op. Grain Co. has installed a new Hall Signaling Distributor in its elevator.

Long Point, Ill.—Paul Rittenhouse of the Rittenhouse Grain Co., has installed a 34x10-ft. scale at his place of business.

Momence, Ill.—The grain elevator of W. W. Porter was destroyed by fire Thursday, May 11. Mr. Porter plans to rebuild.

Biggsville, Ill.—E. R. Downes, owner of the local elevator, has taken charge of it again. Floyd Kilgore will remain with him.

Decatur, Ill.—The Spencer-Kellogg Co. has let the contract to the Jas. Stewart Corp'n. for a concrete bulk handling elevator of 500,000 bus. capacity.

Ransom, Ill.—The Farmers Elvtr. Co. has remodeled completely its plant and installed four Howell Direct Connected Geared Head Drives with Fairbanks-Morse Motors.

Crescent City, Ill.—A new elevator to be operated by the Herbert J. Sterrenberg Grain Co. is being erected to replace the Harlan & Sterrenberg Elevator destroyed by fire last September.

Charleston, Ill.—Fire of undetermined origin gutted the \$30,000 Whalen grain elevator recently. Stored in the building were 6,000 bus. of shelled corn, 200 bus. of oats and 400 bus. of soybeans.—W. B. C.

Mount Pulaski, Ill.—A 58x56 addition is being built on the west side of the Mount Pulaski Farmers Grain & Elevator Co.'s elevator, to be used as a feed room and lumber storage. Frank Horn is doing the work.

Grant Park, Ill.—William Werner & Son, with elevators at Beecher and Crete, Ill., will operate the George A. Laufer Elevator here under the name of William Werner & Son. They will handle grain, hay, feeds, seeds and coal.

Preemption, Ill.—Lyman Whan recently sold the mill, built here in 1878 by Redding Carver, to Sprout & Walter Co. of Winona, Minn. The mill has not been in operation for the last few years. It will be reconditioned by the new owners.

Cambridge, Ill.—The William Ringle & Co. elevator is being remodeled. A new drive and truck dump is being installed; the feed grinding rooms will be remodeled and other improvements made. Metz & Sons are doing the work.

Castleton, Ill.—The Hartz Grain & Lumber Co. elevator, lumber yards and business has been sold to E. G. Rees & Son of Broadmoor. The business will be operated under the firm name, E. G. Rees & Son. Dave Real will continue as manager.

Naples, Ill.—F. A. Lyons will move his family to Bluffs the latter part of May, and will take charge of the Continental Grain Co.'s elevator at Naples. He had been manager of the company's elevator at Chandlerville for the last seven years.

Chandlerville, Ill.—B. W. Hoon, formerly of Cedar Lake, Ind., will manage the Continental Grain Co.'s local elevator, succeeding his brother-in-law, F. A. Lyons, who has been transferred to the company's plant at Naples, Ill. Mr. Hoon will begin his duties here June 1.

Brighton, Ill.—The warehouse of the Farmers Co-op. Elvtr. Co., measuring 66x30x14 ft. high, was sold by auction Apr. 29 along with the company's 6-h.p. gas engine and numerous other articles. The company recently leased its elevator to J. B. Swan & Son, as reported by the Journals, and quit business.

Seneca, Ill.—The Continental Grain Co. has let the contract to the John S. Metcalf Co. for a 50,000-bu. cribbed iron clad elevator on the Illinois River here and a 70,000-bu. cribbed iron clad elevator on the Illinois River at La Salle. Each elevator will have two legs with chain drives and each leg will have an elevating capacity of 5,000 bus. per hour. A Richardson Automatic Scale, a truck scale, a Kewanee Platform Dump and a man lift will be installed in each house.

Dallas City, Ill.—A modern river elevator and terminal freight house is to be erected here according to present plans, private interests having secured the sufficient capital for the project. Present plans call for a 31,000-bu. elevator for river, rail and truck traffic, similar to many in use or being built along the river. Government officials are said to have assured the com'te in charge of promotional work for the project when it visited Rock Island recently, that a nine-ft. channel will be maintained at the Dallas City wharf if tonnage shipping and harbor usage will warrant it, and a valuable terminal established here.

Homer, Ill.—H. S. Johnston, well known local grain dealer and elevator operator, has purchased the elevator property owned by Fred Rose and operated by the Federal-North Iowa Grain Co. under lease, Paul J. Coay, manager. Business will continue as before, but the elevator will be known as the Johnston Elevator, and will be used primarily for storage. In rush seasons grain will be received at both elevators; the Johnston office will be continued as at present at the east elevator. At the conclusion of the Federal-North Iowa Grain Co.'s business here Mr. Coay will be transferred to one of the company's other elevators, it is reported.

Welland (Mendota p. o.), Ill.—The Penrose Elvtr. Co. believes it is the better part of good judgment to play safe rather than be sorry, and to this end is holding its check for \$1,500 payment for corn it bought last fall until the rightful owner can be determined. The corn, marketed from an 80-acre farm located south of Compton and grown in 1937 and 1938 was sold in the crib at a sheriff's sale last fall to W. F. Holmes, an attorney in LaSalle, for the sum of 5c a bu. No one placed a higher bid on the corn. The buyer lost no time in disposing of the corn to the Penrose Elevator at 45½c per bu. Suit was started by Wayne McCray who claimed he owned the corn because he had farmed the land for the two past seasons. Now the manager of the elevator wants to know to whom he should pay the \$1,500 which the corn brot when sold to the elevator.

## CHICAGO NOTES

An advance of \$100 occurred in the price of memberships in the Board of Trade, and \$200 above the recent low, with transfers at \$1,500. Posted offers of certificates were at \$1,700, and highest bid at \$1,350.

John D. McDougall, one of the oldest members of the Chicago Board of Trade, is back on the floor of the Exchange after having been confined to his home for the last two months as a result of an accident.



Ernest Noell, a vice president of Quaker Oats Co. under whose direction the entire European market of the firm has been developed during the last 40 years, and who started his career with the company in Chicago 45 years ago, died May 14 in Berlin, Germany, during the course of a dinner party held honoring him and Mrs. Noell, the occasion being their wedding anniversary. Altho born in Germany, Mr. Noell was a naturalized citizen of the United States.

## INDIANA

St. Joe, Ind.—The Myers Elevator has installed a new feed mixer.

Cambridge City, Ind.—John Kinsinger recently installed a Sidney Vertical ton-Mixer.

Bristol, Ind.—Duffy Wall now has his new hammer mill in operation at the Bristol Mills.

LeRoy, Ind.—Walter H. Aiman has installed a new Western No. 33 Cleaner in his elevator.—A. E. L.

Montpelier, Ind.—Montpelier Mills have installed a No. 4 Kelly Duplex Ear Corn Crusher and Feeder.

Silver Lake, Ind.—The Silver Lake Elvtr. Co. installed a new cracker and grader, with 5-h.p. motor.—A. E. L.

Fortville, Ind.—The Fortville Grain Co. is building a large concrete addition to its elevator, to be used for storage.

Winchester, Ind.—Lightning struck the concrete stack of Goodrich Bros. Co. elevator on Apr. 9, causing considerable damage.

Pittsboro, Ind.—N. A. Wall & Son has purchased a No. 2 one-ton capacity Kelly Duplex Vertical Feed Mixer with motor drive.

Indianapolis, Ind.—Hoosiers have stored wheat for government loans on 291 farms and in 218 elevators. No doubt some of this wheat will be offered for sale before the lien is removed.

Auburn, Ind.—The Northwestern Indiana Hay & Grain Dealers Ass'n will hold a district meeting in the Chamber of Commerce room on May 31, at 7:30 p. m. to which members and friends are invited.

Shirley, Ind.—The Shirley Elevator, owned by William Myers of Shirley and Earl Rose of Rushville was destroyed by fire May 15 along with a considerable amount of grain it contained.—A. E. L.

Rich Valley, Ind.—The Rich Valley Co-operative Elvtr. Co. has completed construction of its new feed warehouse and a two-story coal shed; the second floor is used for storing wood shingles and supplies.—A. E. L.

Goshen, Ind.—The Elkhart County Farm Buro recently installed some new equipment including a sheller, revolving screen corn cleaner, new style manlift, two drag feeders, all furnished by the Sidney Grain Machry. Co.

Attica, Ind.—Joseph Hoswarth, 52 years old, died at his home at Pine Village, near here, recently, following a heart attack. For many years he was engaged in the grain business and was part owner of the Standard Elevator Co.—W. B. C.

Vickery, Ind.—An alfalfa producing plant will be constructed here according to an announcement made by F. H. Peek, production manager of the alfalfa meal processing department of the Great Lakes Sugar Co., Fremont. The plant will be completed by early June and will consist of a chopper machine, drying equipment and a meal-producing unit which makes the dehydrated alfalfa meal. Machinery has been ordered, Mr. Peek stated. Formation of the new company that will engage in the business was reported in the last issue of the Journals.

Romney, Ind.—The Romney Grain Co. elevator, owned and operated by W. O. Owens, which burned the night of Apr. 30, probably will be rebuilt.

Lanesville, Ind.—John Philip Zabel, 76 years old, former local resident, died recently at Louisville, Ky. The body was taken to Lanesville for burial. He was at one time associated with his father and brother in the milling business here.—W. B. C.

Evansville, Ind.—The premium wheat plan for southwestern Indiana will be effective again during 1939, Edgar A. Igleheart, president of Igleheart Brothers and head of the company's research division, has announced. The plan to award growers of the wheat improvement area three cents a bushel premium for the grain from the fields that meet both field and bin inspection requirements is a part of the wheat improvement program directed by the agronomy department of Purdue University.—W. B. C.

Wawasee, Ind.—Plans for the Indiana Grain Dealers Ass'n convention program for June 12 and 13 to be held at Lake Wawasee are being worked out. Two business sessions will be held, one on Monday morning and the other on Tuesday morning, at which subjects of special interest to the grain trade will be discussed. Two outstanding subjects of interest that are expected to be given consideration will cover legal recommendations as to what are the rights of grain dealers in the adjustment of labor troubles, and the government contracts for handling grain. It is hoped that Ray E. Bowden, exec. vice-pres. of the Grain & Feed Dealers National Ass'n, will be present to give the latest information as to new regulations which are being proposed by Congress in the Wage-Hour Act. Lew Hill has been drafted again to act as general chairman of the entertainment com'tee, so the success of this feature of the combination convention and outing is assured. The Sargent Hotel will be the convention headquarters again this year, with additional facilities available at the Spink-Wawasee Hotel and possibly near by cottages. Reservations should be made early, however.

## IOWA

Griswold, Ia.—The Atlantic Mill & Elvtr. Co. has repaired its office.

Fayette, Ia.—Wilbur Bell has installed a 14-in. Magnetic Separator furnished by Duplex Mill & Mfg. Co.

North English, Ia.—A feed grinder has been installed in the basement of Forrest Plank's Flour & Feed Store.

Hubbard, Ia.—A. J. Arends of Polk City has assumed management of the Farmers Co-operative Elevator here.

Palm Grove, Ia.—The Farmers Exchange has equipped its elevator with a Howell Direct Connected Geared Head Drive.

Jordan, Ia.—A. Sterner & Co. has equipped its elevator leg with a Howell Direct Connected Geared Head Drive and 10-h.p. G. E. motor.

Cedar Falls, Ia.—The W. F. Tostlebe Grain & Coal Co. has purchased the Francis Grain & Coal Co. elevator, the deal being completed in April.

Dysart, Ia.—The W. G. Whitney Elevator office has been moved 12 ft. to the west to make room for installation of a new 20-ton 34x9-ft. scale.

Des Moines, Ia.—Carl Kolling has purchased the feed and coal business of James Merrigan at Third and Vine Sts., but will not take possession until Sept. 1.

Fonda, Ia.—A future grain man arrived at the Edmund Tiedeman (mgr. E. H. Tiedeman Elevator) home Apr. 28. He tipped the scales at 9¼ lbs.—A. G. T.

Lake Mills, Ia.—The Farmers Co-op. Elvtr. Co. has installed a Speed King Corn Crusher and 10-h.p. G. E. Motor. The equipment was supplied by R. R. Howell Co.

Dow City, Ia.—Mr. Day of the Loveland Elvtr. Co., Missouri Valley, met with the Dow City commercial club recently to discuss plans for the building of an elevator here.

Cleghorn, Ia.—Lloyd B. Darling, manager of the Farmers Co-operative Elvtr. Co. elevator, and Mrs. Blanche Dreezen of Sioux City were married Apr. 17, at Las Vegas, Nev.

Manning, Ia.—C. H. Walters, grain dealer of Hamlin, Ia., has purchased the Martin Petersen elevator on the Chicago & Great Western tracks and has taken possession, conducting a grain, coal and live stock business there as the Walters Grain Co.

Wall Lake, Ia.—Harold C. Graham, associated with his father, Arthur Graham, in the grain business here, and Miss Leola Kathryn Berry of Fort Dodge, were married here May 3.

Des Moines, Ia.—Swift & Co. have asked for bids on concrete bins for its proposed soybean oil plant here. The bins are to have a capacity of 1,500,000 bus., the sole specification made.

Burchinal, Ia.—Mrs. Mervin Wood, wife of the manager of Farmers Inc. Co-op. Society, is confined at Rochester, Minn., after undergoing an operation. Last report she was gaining strength daily.—A. G. T.

Algona, Ia.—A. E. (Andy) Anderson, proprietor of Algona Grain Co., is now at home recuperating after undergoing two major operations at Rochester, Minn. His spirit is good and coming back.—Art Torkelson.

Dysart, Ia.—Nicholas Hansen, 62, who has been asst. mgr. for 20 years and the last six months manager of the Tama Benton Grain Co., passed away May 11 of pneumonia and cardiac complications.—Art Torkelson.

Luton, Ia.—Richard H. Raub, former telegraph and grain operator here, has filed a petition in bankruptcy in federal court in Sioux City. He lists debts of \$13,843 and assets of \$2,192 of which he asks exemption for \$500.

Ross, Ia.—Fred Sievers, Sr., has purchased the Updike Grain Co. elevator property here and will use it privately for storage of grain and feed. The elevator has not been in operation for some time. Mr. Sievers is a cattle feeder.

Peterson, Ia.—The Farmers Elevator office here was robbed early the morning of May 8, the robbers escaping with \$14 in cash from the safe. A window was pried open, and once in the office they encountered no difficulty as the safe was unlocked.

Elkader, Ia.—The Elkader Co-operative Co. is installing feed grinding and mixing equipment in its elevator near the depot. Some remodeling will be necessary in the present elevator building but it is planned to have the plant ready for operation by the first of July.

Des Moines, Ia.—The Des Moines Elvtr. & Grain Co. has submitted a protest to the city council as a board of review, asking a reduction in valuation of its property on grounds the frame building was destroyed by fire last August. The property was assessed at \$4,962 before the fire.

Grundy Center, Ia.—The Farmers Elvtr. Co. stockholders will meet May 27 to amend the company's articles of incorporation and to act upon the proposed renewal of the corporation charter for a period of 20 years, the present charter under which it operates, expiring this year.

Cedar Rapids, Ia.—Construction of a 100x200-ft. warehouse, three stories high, for Penick & Ford corn processing plant has been started by the Lightner Bros., contractors, to be completed by July 1. The building will be located on the east side of the plant, along the river, and will be of brick and concrete. It will be used for warehousing and starch drying.

Sioux City, Ia.—John Wacek, 55, manager of the local plant of the International Milling Co., died May 8 after a brief illness. Mr. Wacek had been with the company 37 years, starting originally at the new Prague, Minn., mill. About two months ago he was promoted to the management of the milling company's plant at New Prague, taking sick just before he was prepared to move there.

Crystal Lake, Ia.—Henry Myhr, manager of the Estherville yard of the Northern Lumber Co., has purchased the grain, lumber and coal business here and will conduct it after June 1 as the Myhr Lumber & Grain Co., having resigned his position at Estherville, effective that date. The elevator has a capacity of approximately 10 carloads. Mr. Myhr had been employed by the Northern Lumber Co. for slightly more than 20 years; for 13 years he was manager at the Swea City branch, and for the last two and one-half years he had been at Estherville. The local elevator was owned by the Crystal Farmers' Ass'n and was sold to settle an estate. H. L. Grubbs was manager.

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Mallard, Ia.—Thieves broke into the Federal-North Iowa Grain Co. office the night of May 1, taking \$25 in cash from the safe. W. C. Hunt, mgr., said the safe containing the money was not locked. Entrance was gained to the office by breaking a glass window in the door.

Clinton, Ia.—The Continental Grain Co. has let the contract to the John S. Metcalf Co. for a 70,000-bu. cribbed iron clad elevator on the Mississippi River with two legs, each having an elevating capacity of 5,000 bus. per hour. This elevator will have facilities for receiving grain from and for loading into box cars. It will have a truck scale, a Richardson Automatic Scale, a Kewanee Truck Dump and a manlift.

Oyens, Ia.—The concrete elevator last operated by the Plymouth Milling Co. of Le Mars, has been purchased by John DenHartog, operator of grain elevators in Sanborn and Seney. The structure, consisting of four circular reinforced concrete grain storage tanks and several concrete block buildings, has been unoccupied for about ten years. Mr. DenHartog plans immediate replacement of all deteriorated equipment and will have the elevator in operation before the small grain market begins.

Cedar Rapids, Ia.—Forty-five country elevator representatives were guests of Quaker Oats May 16 and 17 when conferences were held and mill problems and the elevator set-up of the Quaker Oats plant were discussed. The men were entertained at dinner at the Roosevelt Hotel the evening of the 16th. Company executives present were Prof. J. A. McLane of the livestock feed, and Dr. O. B. Kent of the poultry feed department with headquarters in Chicago; A. L. Lewis of the elevator department in Chicago; and Pirl Bourret of Fort Dodge, superintendent of elevators.

Des Moines, Ia.—The itinerant merchants bill, signed by Gov. George Wilson May 16, became a law the following day. However, the state safety department heads announced they would not be ready to issue the licenses required under it for about 30 days. The bill making it possible for grain elevators to store grain for 30 days instead of 10 days and reducing the storage charge on government-owned grain from three cents to two cents per bu. was also signed by the governor. Under the act elevators will not be able to store grain without 30-day storing facilities.

## KANSAS

Tribune, Kan.—The Derby Grain Co. has leased the Farmers Elevator.

Willard, Kan.—The Derby Grain Co. has leased the Farmers Elevator.

Stafford, Kan.—The Stafford County Flour Mills is building a new office building, 16x26 ft. in size.

Fairview, Kan.—A new rope drive has been installed for the Derby Grain Co. by Ernest Engineering Co.

Edgerton, Kan.—The Edgerton Grain Co. is installing a 20-ton Howe Scale and a Kewanee Overhead Truck Lift.

Coffeyville, Kan.—The Moore-Lowry Flour Mills Co.'s mill was damaged by fire on May 2, caused by a belt slipping.

Natrona (Preston p. o.), Kan.—W. S. Grier, manager of the Grier Grain & Oil Co. of Cairo (Pratt p. o.), is building a grain elevator here.

Albert, Kan.—Cecil Smith of Rozel has been appointed manager of the local Farmers M. & Elvtr. Co. elevator, succeeding Charles Bartlett, resigned.

Freeport, Kan.—The Midwest Grain Co. has leased the W. H. Grieve Elevator, which will be managed by Mr. Grieve. Midwest Feeds will be handled there.

Effingham, Kan.—New machinery purchased from Ernest Engineering Co., is being installed in the Hegarty Grain Co.'s elevator, moved here from Faucett, Mo.

Cottonwood Falls, Kan.—The Kansas Flour Mills has installed a new feed mixer and is doing custom grinding and mixing. Percy Burnett is manager of the plant.

Speed, Kan.—The Farmers Union Co-operative Ass'n is building a 15,000-bu. capacity elevator here, the structure to replace its elevator that burned last winter. S. C. Swanson has the contract.

Manhattan, Kan.—Brown-Burton Grain Co. has bought from the Ernest Engineering Co. 125 ft. of 11-inch rubber covered cup belt, 40 ft. of power transmission chain, two new sprockets and new buckets and belts, to put its plant in running order for the season.

Marysville, Kan.—Fred Forst bought the Marysville Elevator May 6, from Ben Wassenberg and Henry Nieberding, to take possession June 6. He will remodel it and operate it in connection with the Forst Seed Co.

Pauline, Kan.—Farmers Co-operative Elevator & Supply Ass'n is repairing its elevator and installing an air-blast car loader, a 15-h.p. inclosed Fairbanks-Morse Motor and Rockwood drive. Ernest Engineering Co. has the contract.

Clearwater, Kan.—The Midwest Grain Co. has added a local elevator to its line of houses operated through the Hutchinson wheat belt, leasing the elevator owned by Dr. J. I. Edens. A Mr. Johnson, local man, will be manager. The plant will handle Midwest Feeds.

Bluff City, Kan.—A co-operative grain company has been organized here which will be operated by the Clyde Co-operative Exchange at Medford, Okla. It was expected to buy the two Wallingford elevators here, tho at last reports the deal had not been completed.

Whiting, Kan.—Whiting Grain Co. is remodeling its elevator. New machinery installed includes a Fairbanks-Morse Hammer Mill, a Fairbanks-Morse No. 67 natural gas power unit, a Fairbanks-Morse Standard V-Belt Drive, to a grinding machine. Ernest Engineering Co. did the work.

Hutchinson, Kan.—George E. Gano, operator of a 2,000,000-bu. terminal in Hutchinson and approximately 80 country elevators, has been appointed by Gov. Payne Ratner to represent the grain and milling industry of Kansas on the new commission to stimulate industrial development in Kansas.

Goff, Kan.—The Derby Grain Co. has bought the old Denton Grain Co. elevator and is dismantling it, employing the usable lumber and parts in starting construction of a new elevator for which the Ernest Engineering Co. has the contract. The new elevator will be small in storage capacity, but fast in handling ability.

High winds in April damaged the plants of the following Kansas companies: Consolidated Flour Mills, Cleveland; E. C. Wyatt Grain Co., Midway; Farmers Co-operative Grain & Supply Co., Ness City; R. A. Norris Elevator, Burdette; Moundridge Milling Co., Moundridge; S. P. Wallingford Grain Corp., Rago and Riverdale, Kan.

Clyde, Kan.—John K. Pickerill of Salina has purchased a controlling interest in the Clyde Milling & Elvtr. Co. here and taken over complete management of the property as president and treasurer. His son, Ferris Pickerill, who has been sales manager for the company, was elected sec'y and continues in charge of the sales force. Mr. Pickerill recently resigned as sales manager of the Western Star Mill Co.

Hutchinson, Kan.—Frank Summers, 48, president of the Security Elvtr. Co., died May 13 in a hospital at Halstead, Kan., from toxic poisoning. While he had been in ill health for the last three years, he was seriously ill only one week. Mr. Summers took over the management of the Security Elvtr. Co., which operates storage capacity of 2,000,00 bus. here, in 1926. He was a member of the Hutchinson Board of Trade and also of the Chicago Board of Trade.

Arkansas City, Kan.—Lloyd McEwen of the McEwen Produce Co. stated the equipment for the proposed soybean processing plant to be located here has already been contracted for. Distribution of soybean seed to local farmers who plan to raise soybeans has been in progress since early this month. Mr. McEwen stated he expects to have ample supply of soybeans for his plant by drawing from Coffeyville as well as Arkansas City farm lands for his crop.

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**B**ABSON says - "Wall Street is all a-jitter about general business conditions." He thought "Paging Main Street" - beyond the ticker tape - might show a different state of mind. After a survey in key points from coast to coast - he concluded "both Streets fail to recognize the underlying strength of certain fundamentals." He found "Main Street right that the situation is tinged with gloom; but Wall Street wrong that things are going to pot."

## LOWELL HOIT & CO.

Muscotah, Kan.—The old Roggie & Son elevator has been purchased by B. C. Christopher & Co. of Kansas City, who will remodel it into a modern, fast handling elevator and have it in operation on the new crop.

Lancaster, Kan.—The Atchison County Farmers Union Co-operative Ass'n has under construction a 20x40-ft. 10 ft. high frame, iron-clad warehouse attached to its elevator. In the warehouse is a grinder bin and grinding and mixing machinery including a Fairbanks-Morse Hammer Mill, K. C. Vertical one-half ton Batch Mixer, 5-h.p. motor, magnetic separator, and two V-belt drives to operate the mill and the mixer. Ernest Engineering Co. is handling the work.

Wichita, Kan.—At the annual election of officers held by the Wichita Board of Trade on May 9, Mr. A. W. Gill was re-elected president; Mr. W. W. Wallis was re-elected vice-pres.; four directors chosen were the Messrs. E. F. Beyer, S. P. Wallingford, F. H. McKown. The retiring directors are the Messrs. John Beyer and R. W. Smith. Those directors whose terms hold over for another year are Messrs. R. W. Payne, A. E. Randle, W. E. Root and J. A. Woodside.

Overbrook, Kan.—The Farmers Union Co-operative Ass'n has under construction a new office 14x28x9 ft. high, with full basement and hot air heating plant, shower bath and other comforts for the management and the employees. The roof is made attractive with green composition shingles and the siding is made fireproof with asbestos shingles. Weighing will be done over a 34x10-ft. concrete decked, 20-ton Fairbanks Double Faced Dial Scale. This is the first scale of this kind to be installed by an elevator in this part of the country. Work is being handled by the Ernest Engineering Co.

## KENTUCKY

Stanford, Ky.—The Baughman Milling Co.'s plant was damaged by high winds Apr. 16.

Cecilia, Ky.—Cecilian Milling Co. has filed amended articles of incorporation at Frankfort decreasing its capital stock from \$100,000 to \$3,450.

Leitchfield, Ky.—J. D. White and Wendell Earles bought the feed mill business in North Leitchfield from Charles Walker. They will sell a complete line of feeds and fertilizers.

Jamestown, Ky.—The Jamestown Milling Co. has installed feed grinding and mixing equipment, which is now in operation. Home grown hay and grains are being used to manufacture feeds which will be registered at the Kentucky Agri. Experiment Station.



## MARYLAND

Baltimore, Md.—George F. Obrecht Co. has started construction of a 70x200 ft. feed mill and warehouse here.

## MICHIGAN

St. Johns, Mich.—The St. Johns Co-op. Co. has installed a new No. 22 Nickle Crusher-Feeder.

Alma, Mich.—Francis Marshall, manager of the local Michigan Bean Co. plant, underwent a successful emergency appendectomy at Smith Memorial Hospital the night of Apr. 25.

Sandusky, Mich.—Recent improvements in the Watertown Co-op. Elevator include a new two-roll hammer mill feeder, furnished by Nickle Engineering Works. A. P. Wedge is manager.

Saginaw, Mich.—Rep. Fred L. Crawford is asking exemption of the bean industry from wage and hour provisions of the fair labor law standards act, in Washington, declaring 50,000 bean growers in Michigan are affected.

Albion, Mich.—The Earl J. Young Co. has completed construction of a grinding room, 27x50 ft., and installed a Blue Streak Hammer Mill, direct connected to a 50-h.p. motor; a corn sheller and a feed mixer. George W. Vasold did the work.

Bangor, Mich.—The Bangor Fruit Exchange is installing feed grinding and mixing equipment in its elevator. Included is a low speed hammer mill, with direct connected 40-h.p. motor; a corn sheller; a vertical one-ton feed mixer; and a corn cutter, completing a modern, fast handling plant. The work was done by George W. Vasold.

Merrill, Mich.—The Michigan Bean Co.'s new, modern equipped plant was placed in operation Apr. 24. The elevator replaces the one burned Oct. 14, 1938. The new elevator has about the same capacity as the old one—20,000 bus.—but has larger warehouse facilities and later type equipment. It has a full, waterproof basement, and equipment includes cleaners, hammer mill, corn sheller, seed treater, feed mixer and receiving equipment capable of unloading large loads in a few minutes. Richard Walsh is manager of the elevator.

## MINNESOTA

Anoka, Minn.—The Pillsbury Lincoln Flour Mill, built in 1885, is being taken down.

Winger, Minn.—The Winger Farmers Co-operative Elvtr. Co. will construct a new elevator.

Prior Lake, Minn.—The Prior Lake Elvtr. Co. has installed a Howell North Star Corn Sheller.

Grand Rapids, Minn.—Fire, caused by an overheated bearing in the grist machine, damaged the Pillsbury Mill here recently.

Easton, Minn.—Jack Clint sold his feed mill to J. Seller, of Easton.

Meriden, Minn.—The Meriden Grain Co., operator of the Meriden grain elevator, has purchased the portable feed mill of H. C. Fette.

Canby, Minn.—The B. Erickson Elevator has improved its grain handling facilities with the installation of a 20-ton Soweigh Dump Scale.

Norwood, Minn.—The Norwood Farmers Co-op. Elvtr. Co. voted to renew its charter for another 20 years. B. W. Schimmelpfennig is manager.

Mankato, Minn.—Fire that broke out in the office of the Hubbard Milling Co. about noon Apr. 29, was held to small proportions by sprinklers.

Wood Lake, Minn.—Leroy Winge, of Boyd, has taken the place of Dan Zellmer as grain buyer for the St. Anthony & Dakota Elvtr. Co. at Wood Lake.

Duluth, Minn.—Edward B. Carey has made application for membership in the Duluth Board of Trade, and will represent Cargill, Inc., as cash grain man on the local floor.—F. G. C.

Mazeppa, Minn.—The Hunting Elevator, formerly known as the Farmers Elevator, is being taken down and will be re-erected at Freeborn, Minn. Henry Olson has charge of the work.

Dunnell, Minn.—The Farmers Elvtr. Co. has awarded the contract for moving an elevator adjacent to its plant here, remodeling it and covering the entire plant with galvanized iron. New motors will be installed.

Eveleth, Minn.—The deal between Axel Saarikoski and Farm Service Stores, reported in the last issue of the Journals as pending, has been completed, and Mr. Saarikoski is now sole owner of the Eveleth Flour & Feed Co.

Fertile, Minn.—Melvin Urness is the new manager of the Monarch Elevator here, having been transferred from Melvin where he managed the Monarch Elevator for the past ten years. Jos. Melaas, manager of the local elevator for 27 years, resigned his position, effective immediately.

Glencoe, Minn.—The Farmers & Merchants Milling Co. is constructing an addition to house a modern feed grinding plant which is expected to be ready for operation by the last of July. The new building is being erected just west of and adjoined to the present plant, and will be four stories with full basement and cupola. It will house a large electrically driven hammer mill which will more than double the present capacity of the mill. Improved mixing machinery will be installed and complete corn processing equipment. A retail store will be located on the first floor of the new building and will be separate and distinct from the wholesale department. L. H. Patten is manager of the plant.

Glyndon, Minn.—The Clay Center Co-operative Ass'n has been organized and will seek to purchase or lease local facilities under the F.S.A. plan. Albert Koops acted as chairman at the organization meeting; directors are Mr. Koops, Edwin Steen, Charles Bouton and August Fisher, all of Glyndon, and John Connelly of Sabin.

Fisher, Minn.—The Farmers Co-operative Elvtr. Co. has let a contract to the J. H. Fisch Co. for extensive repairs and installation of new, modern equipment. Improvements are to be completed by June 1. New elevating legs will be installed, with electric head drive; a new steel boot tank will be put in; the truck dump scale will be moved to a new location and a new weighing out scale will be added.

Rochester, Minn.—A two-day barley school for elevator managers has been scheduled for Rochester May 25 and 26. The purpose of the school is to give local grain buyers special information and training about barley which may help them in handling this important crop. The program will relate to grading, car loading, heat damage, skinned and broken, disease and other factors which affect the malting grades of barley.

Clinton, Minn.—A Farmers Co-operative Elvtr. Co. has been organized here, capital stock, \$25,000. The Farmers Union Grain Terminal elevator will be purchased. Organization was along the F.S.A. plan. The Board of Directors is composed of David E. Lindholm, Melvin Swenson, Oscar Shquist, Walter Johnson, Fred Z. Piper, Henry Kohl, Art Olson, Matthew Elide and Harry Hennix. David E. Lindholm was chosen temporary chairman of the board; Melvin Swenson, vice-chairman, and Oscar Shquist, sec'y.

## MINNEAPOLIS LETTER

Martin Lundquist, 57, Minneapolis, a state grain inspector for 25 years, died May 3.

Sydney Anderson, vice-pres. of General Mills, Inc., Minneapolis, has been named on the transportation com'te of the National Ass'n of Manufacturers.

Charles S. Pillsbury, 61, Minneapolis, a director of the Pillsbury Flour Mills Co., died in Rochester, Minn., following an abdominal operation May 20.

Harry C. Hardy, 70, a grain buyer of the Quaker Oats Co., in the Minneapolis market, and previously general superintendent of the Peavey Elvtr. Co., died May 12.

J. K. McCoy, Duluth cash grain trader for Cargill, Incorporated, for the past 16 years has been transferred to the company's Minneapolis office to direct cash grain trade on the floor of the exchange.—F. G. C.

Don D. Davis, pres. of General Mills, Inc., underwent an emergency appendectomy at a Minneapolis hospital May 8. He was operated upon immediately after his return from New York by air that day. His condition is reported as satisfactory.

Archer - Daniels - Midland is transferring the headquarters of its soybean division from Milwaukee to Minneapolis where its executive offices are located. The move, now under way, will be completed by July 1. Arthur C. Smith, who has had charge of the soybean oil meal sales at Milwaukee, will be located at Minneapolis. This department is already functioning at the latter city. Earl K. Warner, who recently joined the soybean division, will have charge of soybean oil meal domestic sales west of the Mississippi River. All other department heads will be transferred and the Milwaukee office maintained as a local sales office to handle the full line of the company's products in Wisconsin territory.

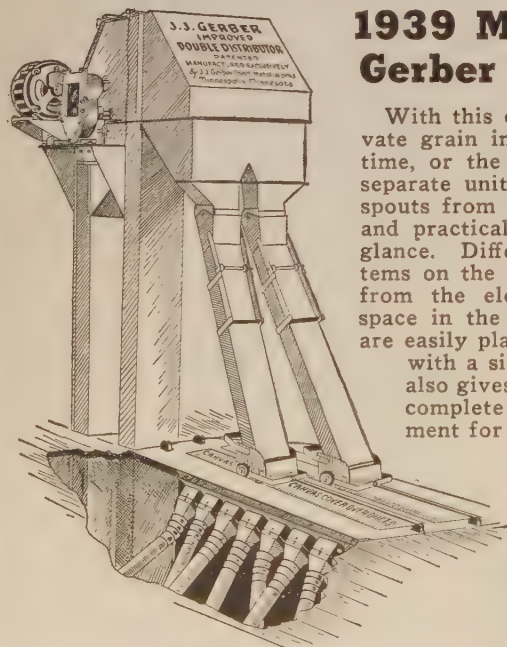
## MISSOURI

Westphalia, Mo.—Westphalia Milling Co. has installed a Kelly Duplex Model L Hammer Mill.

Forest City, Mo.—The Farmers Elvtr. Co. has installed a No. 56½-D Kelly Duplex Corn Cutter and Grader with motor drive.

Pattonsburg, Mo.—Harold Wright of Mount Moriah has been elected manager of the Pattonsburg Grain & Produce Co., replacing Earl Shippis who resigned.

Maryville, Mo.—DeMott Grain Co. has purchased an old elevator at Redding, Ia., and is moving it to Maryville in sections, where it will be rebuilt. Sufficient new machinery will be purchased to make it into a modern fast handling elevator.



## 1939 Model Improved Gerber Double Distributor

With this device both legs can be used to elevate grain into a single bin or car at the same time, or the individual legs can be operated as separate units. It eliminates a complete set of spouts from the distributor to the bins. Simple and practical . . . its value is appreciated at a glance. Different from kindred distributing systems on the market, it operates horizontally out from the elevator's legs, occupying a narrow space in the cupola, and the telescoping spouts are easily placed in position from the work floor with a single movement of a windlass, which also gives the bin position. It is manufactured complete with all necessary operating equipment for any desired elevating capacity.

Also made for single, triple and four stands of elevator legs.

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Minneapolis, - - - Minn.



Kirksville, Mo.—Roy and Bertna Lay have filed suit in circuit court against W. W. Pollock Milling Co., asking \$10,000 damages for the death of their son, Harold Eugene Lay, fatally injured in a motor vehicle accident near here the night of Mar. 4. The petition charges the car in which Lay was riding ran into a truck belonging to the company, standing on the highway without lights.—P. J. P.

Brunswick, Mo.—Hart, Bartlett, Sturtevant Grain Co. has purchased the Brunswick Elevator and will take possession June 1. The Brunswick Feed & Elvtr. Co. has owned the local elevator for the last 10 years. Within the last few years it has discontinued the retail end of the feed business. The building was originally built for a flour mill many years ago. Some of the grinding machinery is still there, but used only to kind feeds in late years.—P. J. P.

Tarkio, Mo.—A sheet metal lining has been installed in the Tarkio Mill & Elvtr. Co. elevator pit, and all machinery and dumps have been taken from under the floor, the change being necessitated because of the wet-weather spring. Other improvements are also being made at the plant; a new 16-inch screw conveyor for carrying ear corn from the dump to the sheller has been installed; a new elevator belt with new-type buckets has been added to increase the capacity of the elevator and a 7½-h.p. motor has replaced the old 5-h.p. motor. The sheller, also, is being repaired.

#### KANSAS CITY LETTER

A new addition to the Rodney Milling Co. plant, Kansas City, is under construction, to house air circulating and air conditioning equipment. The addition is being built on top of the present structure, and is of brick, 35x47 ft.

George H. Davis, who has served for two years as president of the Chamber of Commerce of the United States, declined to serve another term and was succeeded by W. Gibson Cary, Jr. Mr. Davis is head of the Davis, Noland, Merrill Grain Co., Kansas City.

The membership of the Kansas City Board of Trade sent a desk and chair to W. F. Logan, retired supervisor of the Commodity Exchange Administration, as a token of regard and a tribute to him, concretely expressing the appreciation of the board's entire membership for courteous and considerate treatment accorded them.

J. W. Buffington of Mexico, an assistant attorney general, was appointed state grain inspector and warehouse commissioner of Missouri May 16 by Gov. Stark, for a term ending Apr. 15, 1943. He will make his headquarters in the Kansas City Board of Trade Building. Sam Fears is chief inspector of the Missouri department.

Erland Carlsson, long prominent in the grain trade of the state, has been appointed Chief Grain Inspector of Kansas. Mr. Carlsson was graduated from School of Commerce, Bethany College, Lindsborg, Kan., in the spring of 1908 and that summer started as bookkeeper and stenographer for the Smoky Valley Roller Mills at Lindsborg of which Mr. Emil Teichgraber was then manager. Later he was associated with Mr. Teichgraber in the K. B. R. Milling Co. at Marquette, Kan., holding the position as sec'y-treasurer of that company for 18 years. The K. B. R. Milling Co. at that time handled eight outside elevators. Following this position, Mr. Carlsson was associated with the E. L. Rickel Grain Co. in Salina, Kan. His wide experience in both the milling and grain business thus gained has fitted him especially for his new position.

Directors of the Kansas City Board of Trade have recommended a change in rules that would waive the ½c a bu. service charge on government grain. The proposed rule, which will be voted upon by members May 31, reads: "On all grain shipped to this market direct for storage and all grain shipped to this market and later stored for shipper's account, a commission charge of ½c a bu. shall be made for obtaining grades, paying freight, shipping, etc., provided, however, that the foregoing charge may be waived in the case of any grain of which the government of the United States or any lawfully constituted agency thereof is the legal owner. If the shipper later sells such grain through the firm originally handling the transaction, a full consignment selling commission shall be charged for selling, less the ½c service charge previously assessed, and if such grain is later sold through any other member firm a full consignment selling commission shall be charged with no credit for said service charge."

#### ST. LOUIS LETTER

The St. Louis Grain Club held its spring outing at Norwood Country Club Tuesday afternoon and evening, May 16. A softball game and golf tournament were held.

Albert G. Aufderheide, 76, retired grain merchant, for many years a member of the St. Louis Merchants Exchange before the World War, died May 3 after a long illness.—P. J. P.

Jacob Schreiner, 84, president of the Schreiner Grain Co. up to the end of 1938, when the company was dissolved, died May 6. He had been a member of the St. Louis Merchants Exchange for over 50 years and was its president in 1916. For many years he operated a flour mill at Manchester, Mo.

The National Oats Co. reports its net income for the quarter ending with March amounted to \$25,059, without the inclusion of profits of \$17,000 on the sale of government securities that had been carried in reserves. The income was equal to 25c a share on 100,000 common shares. In the same quarter of 1938 the net profit was equal to \$46,389, or 46c a share.

The Fox Grain Co. has purchased Checkerboard Elvtr "B" from the Checkerboard Elvtr. Co. and will take possession June 1 and operate it as the Central Elevator. The elevator, located at Main and Chouteau Sts., St. Louis, has a capacity of 750,000 bus. and is equipped to handle river, rail and truck grain. Merle B. Grover is president and manager of the company.

#### MONTANA

Ronan, Mont.—We will start construction of our new mixing plant June 1, to be equipped with mixers, grinders and grading machinery, and expect to have it in operation by July 15. Art Thille, formerly of Omaha, Neb., will have charge of the plant. He is at present in charge of our grain department.—Lake Flour Mills.

Giffen, Mont.—Organization of the Farmers Union Elvtr. Co., Inc., has been completed; capital stock, \$50,000. Incorporators are John P. Frank, Stockett; Frank Maurer, Eden; John Kahut, Stockett; Hugh Johnson, Eden; Sidney Habel, Stockett. A shipping, marketing, warehousing, commission and mercantile business will be engaged in upon the co-operative plan.

Great Falls, Mont.—Montana grain growers and dealers attended a grain growing and marketing school held here May 8 and 9 under the auspices of the state extension service and the federal grain bureau. Subjects discussed were carloading, sampling of cars, determination of dockage, weight per bus., smut and moisture. Dr. R. R. Renne, head of the economics department at the state college at Bozeman, spoke on the general business and grain outlook for the state.

#### NEBRASKA

Phillips, Neb.—The Baker Grain Co. has sold out to Mr. Coffee and his partner.—Carpenter Grain Co., Hampton.

Tecumseh, Neb.—C. W. Gieser is putting up a building and installing machinery for processing soybeans for feed.

Aurora, Neb.—The T. B. Hord Grain Co. is building an addition to an additional feed room.—Carpenter Grain Co., Hampton.

Sutton, Neb.—The Farmers Elvtr. Co. is reorganizing along the F.S.A. plan. New company stock will be \$50 a share.

Fremont, Neb.—The Fremont Molasses Feed Co., Inc., has been organized; capital stock, \$10,000; incorporators: Lester M. Brandt and Lorraine Tipton.

Elm Creek, Neb.—The Elm Creek alfalfa dehydrating plant is now in full operation, minor repairs having been made in preparation for the season's work.

Friend, Neb.—The Acme Mills & Elvtr. Co. has sold the elevator near the depot to B. C. Christopher & Co. of Kansas City, who will operate the plant after repairs are made.

Shelton, Neb.—The Harris Grain Co. elevator here has been leased to W. W. Keech, who has been manager of the plant for a number of years. The alfalfa meal mill also owned by the Harris Livestock Co. has been moved to Sterling Colo.

Exeter, Neb.—George Thomsen has resigned as manager of the Exeter Elvtr. Co. elevator, effective June 1, after 10 years' service in that capacity. He will be succeeded by Walter Barkmeier who has been employed as bookkeeper in the garage department of the company for the past two years.

Gordon, Neb.—The newly formed Farmers Co-operative Grain Co. has chosen its directors and elected its officers. Frank M. Roth was named manager. The company will enlarge its local elevator activities and will be better financed thru the reorganization just effected. It plans to buy the elevator it is now leasing.

Wymore, Neb.—The Norris Grain Co. of Kansas City, Mo., has leased the Mitchell Elevator here and will begin its operation soon with Rhue Cole in charge. Glen Mitchell purchased the elevator from the Farmers Grain, Lumber & Coal Co. last year and operated it last summer. Previous to that time it had been idle for some time.

Doniphan, Neb.—The Doniphan Grain Co. has discontinued business after 30 years of conducting a Farmers Elevator here. The elevator building has been purchased by C. E. Coffey and C. C. Beers and will continue business under the name of the Doniphan Elvtr. Co. Some repairing is being done on the elevator and coal sheds.—C. C. Beers, Doniphan Elvtr. Co.

Sterling, Neb.—Frank L. Rabas, manager of the Robinson Elvtr. Co.'s local elevator for the last two years, was bound over to the district court by Judge Schepman May 10, charged with embezzlement of \$2,000 from his company since Oct. 25. Failing to give bond he was placed in the custody of the sheriff pending his trial May 15. Mr. Reed, his father-in-law, is in charge of the elevator.

Nebraska City, Neb.—The G. E. Conkey Co.'s feed mill was damaged by fire the night of May 2. The blaze started in the delivery chute on the first floor of the main building and spread into a storage bin containing several tons of ground alfalfa meal. The night watchman, smelling smoke, summoned firemen who quickly located the blaze and brought it under control. George Elcher is manager of the mill.

Alexandria, Neb.—The Shannon Grain Co. of Kansas City recently purchased the local elevator from the Hart-Bohling Grain Co. with headquarters at Edgar, and will operate it with Robert Hart, present manager, in charge under the new owners. The Hart-Bohling Grain Co. has leased the west elevator of the Shannon Grain Co. for the last several years; this lease was given up with the purchase of the Hart elevator.

#### NEW YORK

Buffalo, N. Y.—Union employees of the Archer-Daniels-Midland Co. soybean mill here have authorized their officers to call a strike for higher pay.

Buffalo, N. Y.—Frank A. Dirnberger, who succeeded Howard P. Mitchell as feed manager for Washburn Crosby Co., has been elected a certificate member of the Corn Exchange of Buffalo.

New York, N. Y.—The nominating com'tee of the New York Produce Exchange has proposed James J. O'Donohoe for election as president for the ensuing year; Laural Duval has been nominated for re-election as vice-pres., and Clifford B. Merritt for re-election as treasurer. Official nominations for the board of managers to serve two years, six to be elected, are: Charles B. Crofton, Harold L. Bache, Moses Cohen, Axel Hansen, William H. Hine and Henry K. Moore. With the exception of Mr. Crofton, the candidates are up for re-election. Robert M. Morgan was nominated for re-election as trustee of the gratuity fund for three years. The annual election will take place June 5.

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## NORTH DAKOTA

Fingal, N. D.—The J. C. Miller Elvtr. Co. recently installed a new feed grinder operated by two 20-h.p. electric motors.

Wimbledon, N. D.—A. L. Youngbeck of Sutton is the new manager of the Osborne-McMillan Elvtr. Co.'s local elevator, succeeding L. B. Shepard.

Lankin, N. D.—The Farmers Union members in the Lankin community plan to buy one of the Lankin grain elevators, if possible, to be used as a co-operative marketing house for the union.

Maxbass, N. D.—The Maxbass Farmers Co-operative Elvtr. Co. elevator and a warehouse-barn were destroyed by fire Apr. 20. The elevator, closed for several years, was in the hands of the government.

Bowbells, N. D.—Five permanent directors were elected by the Bowbells Co-operative Elvtr. Ass'n temporary Board of Directors May 15 whose duty is to purchase an elevator and put it in readiness for operation in time for the coming harvest.

St. John, N. D.—Einar Sigurdson, 36, manager of the International Elvtr. Co.'s local elevator since 1936 and employed by the company for many years, ended his life early this month. Howard James, previously employed at the W. M. Elliott Elevator in Rolla, has been named manager of the local elevator.

Ellendale, N. D.—The movement to organize a farmers co-operative elevator company here along the F.S.A. plan as previously announced by the Journals, has been realized. The new organization will be known as the Ellendale Union Co-operative Ass'n with Herman Gentz as president of the board of directors, and other members as follows: Thor Sand, Ross Hill, Joe Martinson and Ole Husby; Alfred Kalbus is sec'y-treas. Application has been made for a building permit to erect an elevator here; altho it has not been definitely decided whether one will be built or one already constructed will be moved to the city, many elevators being considered in the latter plan. A site on the east side of the Great Northern transfer has been decided upon and arrangements completed for the ground. The elevator, whether newly built or already constructed, will have a 35,000-bu. capacity.

## OHIO

Weston, O.—The Rural Grain Co. reported a small property loss incurred as a result of high winds Apr. 24.

Enon, O.—Beard's Elevator has purchased a No. 2 one-ton capacity Kelly Duplex Feed Mixer with motor drive.

Grants (Forest p. o.), O.—The Hogan Elevator was damaged by high winds Apr. 21. The loss, however, was small.

Columbus, O.—Station WHKC, Columbus, is now broadcasting the Chicago grain quotations at 9:45 a. m., 12:15 p. m. and 1:30 p. m.

New Paris, O.—John M'Dea has purchased a Kelly Duplex Corn Sheller, motor drive, cleaner and elevator from the Duplex Mill & Mfg. Co.

Wilmington, O.—Buckley Bros, recently purchased a Sidney Sheller drag, several motors and drives and elevators from the Sidney Grain Machinery Co.

Richwood, O.—Lenox Elvtr. Co. has purchased Kelly Duplex Model L Hammer Mill with 40-h.p. motor drive and No. 2 Mixer one-ton capacity Kelly Duplex Vertical Feed Mixer with motor drive.

Columbus, O.—Paulus S. Weisheimer, 70, member of the firm of the Weisheimer Bros. Milling Co., died May 6, after a month's illness. Charles and Jacob Weisheimer, two brothers, are members of the milling company.

Bloomville, O.—The Bloomville flour mill is being placed in good condition by the manager and new owner, E. N. Troyer. Included in new machinery installed is a mixer, which already is in operation.

Columbus, O.—New members recently enrolled by the Ohio Grain, Mill & Feed Dealers Ass'n include the following: F. J. Beasley Co., Athens; A. E. Staley Mfg. Co., Painesville, O.—W. W. Cummings, sec'y.

Clarksfield (Wakeman p. o.), O.—The Huron Farm Bureau Co-operative Ass'n of Norwalk on May 1 took over the Clarksfield Elevator formerly operated by R. D. Stryker & Son, and commenced operations at once. Custom grinding and mixing will be done there. Ralph Smith, employed as coal truck driver for the company, was made manager of the plant, and Robert Vogt, warehouseman.

Sherwood, O.—Harley Doud recently purchased a metal catcher, hammermill feeder and scalping reel from the Sidney Grain Machinery Co.

Huron, O.—Leon Gove, manager of the Avery Grain & Elvtr. Co. elevator, addressed a meeting May 5 in the interests of the Americanization program being started in Erie County, of which movement he is general chairman.

Napoleon, O.—John Brubaaker, formerly of Gibsonburg, is new manager of the Napoleon Grain & Stock Co. He was with the Prairie Farmers Co-operative Co. of Wayne for 6 years and managed the Kingsway Peoples Elevator for the last 3 years.

Lewisburg, O.—C. W. Pontius, owner and operator of the Lewisburg grain elevator for more than 30 years, recently sold his business and real estate to Robert Floyd, of near Ithaca, former Lewisburg man. The new owner took possession May 15. Mr. Floyd will have associated with him his brother, Willard Floyd, proprietor of the Floyd Milling Co. of Lewisburg, and his brother-in-law, William Rice, who has been with the Floyd Milling Co. since its organization. The mill will continue to operate, being devoted entirely to the manufacture of flour.

Holgate, O.—The Holgate Grain & Supply Ass'n plant is being reconditioned. The plant will be electrified thruout. A grinder, two mixers and a sheller will be installed in the building south of the offices. The roof of this structure will be raised and a loading dock will be maintained on the east side. To the west will be a sheet metal wall setting off a covered driveway. The old steam plant will be dismantled, all machinery to be operated by electricity, for which latter purpose twenty motors, one a 50-h.p. motor, will be installed. W. M. Jackson is manager of the plant.

Akron, O.—Improvements costing approximately \$500,000 are planned by the Quaker Oats Co. for its Akron grain storage unit. The new elevator will be erected just south of the Upper Mill, corner E. Mill St. and Broadway, next to its present bins, of concrete construction and will connect by conveyor with the lower mill. There will be 32 grain tanks of 350,000-bu. capacity. A Richardson Automatic Car Dumper, capable of handling 8 to 10 cars per hour, will be installed. The old cribbed house in use at present will be replaced by a new workhouse on top of the bins, extending to a height of 90 ft. above the 118 ft. height of the bins. Contract for the construction has not been let as yet.

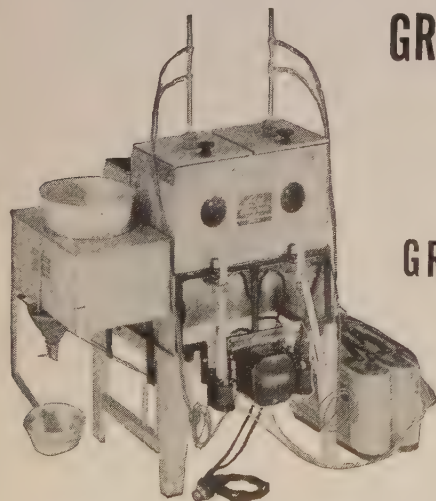
Richmond, O.—Henry D. Egly, Ft. Wayne, Ind., has been employed as manager of the new \$300,000 soybean processing plant to be constructed here by the A. E. Staley Mfg. Co., and to be ready for operations this fall. Mr. Egly served as executive vice-pres. of the Allied Mills in Chicago from 1929 thru 1932 after which he joined the Central Soya Co. of Ft. Wayne, Ind., as vice-pres., serving in that capacity until May 1, 1933, when he resigned. The A. E. Staley Mfg. Co., in addition to the new unit to be constructed, will improve to its uses the land and buildings of the Baltimore & Ohio Railroad which it has leased. It has acquired 26 acres of land and a channel frontage of 1,400 ft.; buildings with a total floor space of 153,909 sq. ft.; two loading towers, one 135 ft. high and the other 140 ft., and tracks capable of handling 250 cars. These buildings, located opposite Fairport, are seven in number, four warehouses, an elevator and the building towers, all built in 1890 and not in use since 1929. The Staley Company will raze one of the warehouses to make room for a parking lot. In addition to lake transportation, the company will have access to the B. & O. and several other rail lines in its Richmond quarters.

## TOLEDO LETTER

Sam Rice, president and manager of the Rice Grain Co., embarked to California recently. He will be gone three weeks.

C. S. Coup, of the Northwestern Elvtr. & Mill Co., celebrated his 75th birthday May 10. Mr. Coup is the oldest active member on the Toledo Exchange.

Charles Knox, 85, known in the Toledo grain trade for more than half a century, died May 13 in his home here. In his youth he made a connection with Reynolds Bros., serving with that company for 33 years until the firm was dissolved. He then went with J. F. Zahm & Co., and also was manager of the Produce Exchange Building.



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L. E. Marshall of the Lansing Grain Co., Lansing, Mich., is taking temporary charge of the company's branch office in Toledo, during the absence of Paul M. Barnes, local manager, who is in the South.

Fire of undetermined origin caused \$10,000 damage to the Toledo plant of the Archer-Daniels-Midland Co., processors of soybeans. The fire was confined to the dryer building. None of the soybeans in storage were affected by the blaze.

The Toledo Soybean Products Co. will double the capacity of its local plant immediately to enable it to handle 950,000 bus. annually. A. A. Baume, president and general manager, has announced. Additional tank storage will be added and new equipment is being installed. J. H. Brown, who resigned recently as chief of the income tax division of the Internal Revenue Dept., has been named a member of the board and will be placed in charge of the company's main office.

A grain grading school will be held on the Exchange floor of the Toledo Board of Trade, 3rd floor, Toledo Produce Exchange Bldg., June 18, at 2:30 p. m., under the direction of Willis B. Combs, senior marketing specialist, Chicago, assisted by Harry F. Prue, federal supervisor, Toledo, and his force of inspectors; Homer Brundage, chief inspector of the Board of Trade, and four of his staff; and inspectors from Fostoria, Mansfield, O., Detroit and Saginaw, Mich. The Board of Trade will furnish coffee and doughnuts on the occasion. Grain men are invited to attend, taking with them a small pair of tweezers to help pick the grain. The school is free.

## OKLAHOMA

Ames, Okla.—The Farmers Elevtr. Co. has amended its articles of incorporation.

Oklahoma City, Okla.—Hardeman-King Co. suffered an electrical breakdown loss in April.

El Reno, Okla.—E. V. Andrews has retired as warehouse foreman at the El Reno Mill & Elevtr. Co. plant after 34 years of service.

Minco, Okla.—Fred Albers has bought the General Grain Co. elevator here. He operates it under the name of Farmers Elevator Co.

Dover, Okla.—A. E. Kee, who resigned recently as manager of the Hennessey Farmers Elevtr., has leased the Dover-Kiel Elevator here.

Capron, Okla.—E. A. Johnson's tornado twisted elevator is being rebuilt, and 24,000 bus. of storage space in an attached annex is being added by the Tillotson Construction Co.

Thomas, Okla.—Ten concrete tanks that will hold 85,000 bus. are being built as a storage addition to the 30,000 bus. frame elevator of E. B. McNeill. Chalmers & Borton are doing the building.

Goltry, Okla.—The Goltry Grain Co. has under construction here a 12-ft. addition to its elevator. The main elevator will be extended 16 ft. higher. The new addition, to be used for storage purposes, will have a 20,000-bu. capacity.

Marshall, Okla.—A Kewanee Truck Lift, a 20-ton Fairbanks Scale and other modern machinery have been installed in the new 80,000-bu. reinforced concrete elevator being built for the Farmers Elevtr. Co. by A. F. Roberts Construction Co.

Hennessey, Okla.—E. A. Kee, manager of the Farmers Elevator, has tendered his resignation, effective June 1, and will be succeeded by F. E. Grim, who has been serving as bookkeeper. Mr. Grim came here from Anthony, Kan., and is an experienced grain man.

Stratford, Okla.—Riffe Bros., Inc., purchased the R. E. Roberts Grain Co. property including the elevator from Mrs. R. E. Roberts and is continuing business under that name. L. P. Hunter remained as local manager of the plant under the new owners.

Covington, Okla.—Elmer Estill, who recently purchased the General Grain Co.'s elevator here, is having additional bins built over the driveway and new machinery installed, including Fairbanks-Morse Motors and an Ehsam Head Drive. Mr. Estill operates two elevators at Goltry.

Clinton, Okla.—The Adair-Morton Grain Co. of Kansas, who had planned to construct a 50,000-bu. elevator here this spring, has given up the plan for the present, it has been announced. Instead of making a move now to increase the company's elevator grain storage capacity, it is concentrating its attention on its oil interests, according to a statement made by Ed. Adair, in explanation of the change of plans.

El Reno, Okla.—Two new office rooms and a basement are being constructed on the south end of the office of the Canadian Mill & Elevtr. Co.'s plant and an air-conditioning and heating system installed in the present office. Walter H. Boon is manager of the plant.

Gould, Okla.—The Adair-Morton Grain Co. has completed a new head house at its local elevator which extends the structure 65 ft. in the air from the base, increasing the capacity of the house and giving faster service at less expense. Page Wheeler is manager.

Enid, Okla.—A school in grain grading was held in the Legion room at Convention Hall May 2, with nearly 200 registered attendance. H. N. Holmes, general grain supervisor, was assisted in the school by Grain Supervisors C. W. Griffin, Fort Worth; C. F. Binderim, Wichita; C. M. Goodnight, chief grain inspector, Amarillo; G. C. Rhodes, chief grain inspector, Enid; B. J. and F. W. Rhodes, L. C. Hill and J. E. Tindle, grain inspectors of Enid; Q. E. Bailey, Alva; R. H. Jordan, Oklahoma City; J. W. Fletcher, Oklahoma City; F. T. Dines and Hi Staten, Stillwater.

Vici, Okla.—Carl R. Meininger is now manager of the E. R. Humphrey Grain Elevator, succeeding W. A. Teter, who has gone to Ferryton, Tex., to operate an elevator of his own. Mr. Meininger has been in the elevator here for several years and is especially capable to handle his new job.

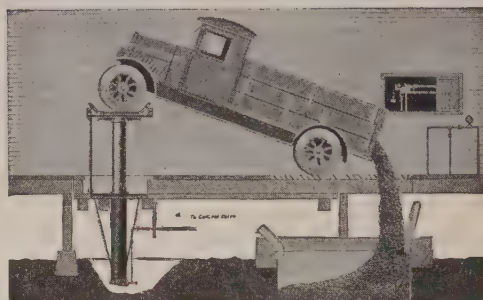
Anadarko, Okla.—Lifting of the Rock Island railroad tracks from Gary, Okla., to Anadarko left two elevators at Hinton, one at Lookeba, and one at Blinger without rail service. Efforts are being made to continue operation of these elevators, using trucks to transport grain to rail shipping points.

Clinton, Okla.—Work is being rushed on the Clinton Grain Co.'s new elevator being constructed here. The plant will be modern thru-out according to A. D. Springer, manager. The elevator will be 24x38 ft. and 56 ft. high. The floor will be of concrete and the sides and roof of sheet iron. The site of the new plant had been mentioned earlier as the possible site for an Adair-Morton Grain Co. elevator which plans were abandoned. The new plant is to be completed within 30 days.

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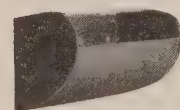
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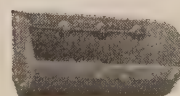
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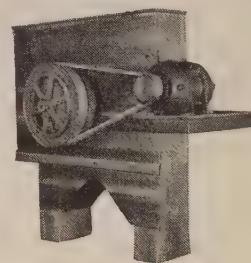
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Can be spaced continuous—discharge at higher rate of speed—speeds can be varied greatly. Give maximum efficiency in picking up material in boot. Write for particulars.



## SUPERIOR DP CUPS

Greater capacity at an even speed. Their design permits closer spacing than ordinary cups and assures complete discharge. Why not get this higher efficiency return on your operating cost?



## HEAD DRIVE

Equipped with V-Belt Drive. Delivers greatest percentage of power from motor to elevator head shaft. Installation cost is low, and planetary gears running in oil bath help cut operating costs. It will pay you to investigate.

Everything for Every Mill, Elevator  
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The Strong-Scott Mfg Co.  
Minneapolis Minn. Great Falls Mont.





Enid, Okla.—The W. B. Johnston Grain Co. entertained 35 of its employees, including station managers from northwest Oklahoma towns and the Texas Panhandle, at dinner at the Oxford Hotel May 1. It was the second annual get-together and was presided over by Dale Johnston, president.

Vici, Okla.—Installation of machinery is in progress at the newly completed A. & J. Milling Co. plant and, according to Clayton Adair, the manager, it is expected to have the mill ready for a part of the season's wheat crop by the time it is harvested. Power for the plant will be furnished by a diesel engine.

Beaver, Okla.—The Light Grain & Milling Co. elevator is undergoing improvements, included being a new addition to increase storage facilities 3,000 bus. and installation of new equipment in the elevator. A new 20-ton 9 x 34 ft. scale is being installed, an addition built to the office, and the cupola raised 12 ft. John Cline of the Southwestern Construction Co. has charge of the work.

## PACIFIC NORTHWEST

Grandview, Wash.—A new hammer mill has been installed in the Hi-Way Feed Store. Gordon Spencer is manager of the store.

La Grande, Ore.—A defective switch was responsible for the electrical breakdown loss of the La Grande Milling Co. on Apr. 26.

Sunnyside, Wash.—Debris of the Alfalfa Mill, recently destroyed by fire, is being cleared away, the site being made ready for possible rebuilding.

Mohler, Wash.—United Grain Growers, Inc., is building a 53,000-bu. elevator here, to be completed by June 15. Con Eckhardt is the contractor.

American Falls, Ida.—The Sterling H. Nelson Co. has sold its American Falls elevator to the Power County Grain Growers, which is now managing the property.

Asotin, Wash.—J. W. Shepard, manager of the Lewiston Grain Growers, was a guest speaker at the Asotin Chamber of Commerce luncheon meeting May 2.

Newberg, Ore.—Fire that broke out in the dust collecting system on the second floor of the Chehalem Valley Mills Grain Warehouse & Elevator Apr. 24 was effectively controlled by the Newberg fire department with negligible damage.

Washtucna, Wash.—Washtucna Grain Growers will erect an elevator here, favorable action on the project having been taken at a recent stockholders' meeting. Plans are being considered and other details worked out, but it is expected the new plant will be completed within the year.

Lewiston, Ida.—The 19th annual convention of the Pacific Northwest Grain Dealers Ass'n will be held here on Fri., June 16. The Board of Directors will meet June 15, in the Lewis & Clark Hotel. Suggestions as to the convention program or business that should be discussed are solicited.—Ted Bransch, sec'y.

Bluestem, Wash.—United Grain Growers, Inc., is building a 153,000-bu. elevator here, the structure being erected at the west end of the one now in use. Con Eckhardt has the contract. The old driveway has been taken down and the old office on the platform has been moved. It is expected to have the elevator completed by June 15.

Mission, Ore.—The Pendleton Grain Growers will add a 120,000-bu. annex to its present elevator here. The new structure will have 16 bins and will be equipped with the latest type machinery, including belt conveyors for filling and emptying the bins. Completion will be before July 10. The Hogenson Const. Co., now associated with A. S. Fetterman Co., has the contract.

Odessa, Wash.—Work is progressing rapidly on the wooden crib elevator being built for the Odessa Union Warehouse Co., who has completed, recently, a flat warehouse with a 100,000-bu. capacity of wheat. The Seattle Grain Co., subsidiary of the Centennial Flouring Mills Co., has announced plans for a 70,000-bu. bulk grain elevator, to be completed for this year's harvest. Gottlieb and John Hemmerling, operators of extensive ranches, are building a private 60,000-bu. warehouse on the Great Northern right-of-way.

Sprague, Wash.—The Sprague Grain Growers, Inc., will build an elevator or convert a warehouse into an elevator this season, to provide an additional 100,000-bu. capacity wheat storage unit. A large fireproof vault is being built at the rear of the company's office.

Lynden, Wash.—Jack Hardin and Arnt Olson have purchased the Tasty Cereals machinery from Huisling & Timmer, and will move it to a building on the Olson property which has been outfitted for the purpose of manufacturing cereals under the name of Wheat Puffies and Rice Puffies.

Wilder, Ida.—Forrest J. McConnel has leased the Wilder branch of the Caldwell Produce Co. elevator and taken over the management. He will continue to do custom work and will handle feeds, garden and field seeds, coal, wood, sacks and twine. S. E. Dukes of Caldwell, who for several years has been in charge of the plant, has taken over new duties in the main office in Caldwell.

Seattle, Wash.—Members of the Seattle Grain Exchange gave an honorary luncheon at Rainier Club May 9, complimentary to Louis E. Wolf, Seattle district supervisor for the Commodity Exchange Administration, who left the following week-end to assume his new work at Kansas City. Gordon T. Shaw, president of the Grain Exchange, presided as toastmaster. Mr. Wolf was succeeded here by H. I. Hollister, formerly of Kansas City.

Blalock, Ore.—The first construction work done by the Arlington Port District was started here May 1, when ground was broken for the elevator which is to be rushed to completion so that some of this year's crop may be shipped by river transportation. The elevator will have a loading capacity of 250,000 bus. The facilities at Arlington will be built as soon as dredging operations of the channels are started, officials in charge of the port building operations stated. The port district has purchased two acres of ground upon which the local elevator is being built.

Creston, Wash.—A petition has been filed for payment of a final dividend of .0044 mills on the dollar to approved creditors in the matter of the Old National Bank and Union Trust Co. against the Creston Union Grain Co. and for final discharge of the receiver, with May 9 set as the date of hearing. This matter arose from the destruction by fire, several years ago, of the company's wheat warehouse and elevators here. J. E. Fraser was named receiver a few months ago. Already an 18 per cent dividend, totalling \$14,137.89 has been paid, with only \$351.30 remaining to be disbursed.

Dayton, Wash.—Ordinance No. 952, relating to the licensing and regulating of certain occupations, trades and lines of business carried on in the city of Dayton, and requiring a license therefor, providing a penalty for the violation thereof and repealing all ordinances or parts thereof in conflict with, passed by the council Apr. 18, 1939, affects grain dealers in Section 34, "Growers Ass'ns and Grain Dealers: Any person, firm or corporation engaged in the buying and selling or the assembling for shipping purposes of grain or agricultural products, shall pay a license fee of \$15 per year."

Culdesac, Ida.—The new grain elevator being erected here for the Lewiston Grain Growers, Inc., to replace the structure that burned last winter, is practically completed. The wall cribbing of the structure rises to a height of 60 ft. to the eaves, the first 14 ft. being made up of 2 x 8 ft. planks, and the remainder by 2 x 4 ft. planks. The walls will be covered with galvanized iron when the elevator is filled with grain this fall. The roof, including the cupola, rises an additional 32 ft., giving an over-all height of 92 ft., and is of sheet iron. The building is 48 ft. wide and 106 ft. long. Floors and foundation are all concrete. Storage space for about 195,000 bus. of bulk grain has been provided, bringing the capacity of the entire facilities there to 260,000 bus. of bulk, plus 75,000 to 80,000 bus. of sacked grain. A 48 x 56 ft. warehouse has been constructed about 50 ft. distant from the elevator, in which machinery for cleaning grain, rolling grain and treating seed has been installed. It also contains the office and a 20-ton truck scale is located there. A gravity grain chute extends from the cupola of the elevator to the warehouse. Practically all machinery has been installed in the elevator also. W. J. Morrell has the contract for construction.

Boise, Ida.—Idaho's "unfair sales act," which became effective May 1, makes it a misdemeanor to sell merchandise at a price less than 6 per cent above the cost to the retailer and 2 per cent above the cost to the wholesaler.

Palouse, Wash.—The city will co-operate with the Wallace Grain & Pea Co. for rebuilding the split pea and processing plant near the Northern Pacific depot, site of the plant destroyed by fire Apr. 14. The plant is expected to be in operation July 15. Plans call for a 180x50 ft. frame construction warehouse, with galvanized iron roof and siding. The mill will join the warehouse and will be a five-story structure, 48x48 ft., with 32 bins for bulk storage, with a capacity of over 2,000,000 lbs. Clyde Newkirk is directing construction work.

## SPOKANE LETTER

The Sperry Flour Co., Spokane, Western division of General Mills, Inc., has let a contract to Frank E. Martin for construction of an addition to its Spokane office building, to be of reinforced concrete, one story, 50 ft. x 30 ft. In addition there will be constructed a 12 x 22 ft. vault.

Grain grading schools were held in Spokane May 12 and 13 and at Lewiston, Ida., May 15 and 16. Nearly 8,000 samples of grain have been prepared for use at the schools in the Pacific Northwest, and discussions at all sessions are being based on the different varieties that should be grown in the various sections of Washington, as determined by differences in rainfall and in soil types. Each dealer who attended the schools received an individual set of some 20 to 25 samples illustrating the various grading problems in his locality. Willis B. Combs, senior marketing specialist for the U.S. D.A., was in attendance and projected a number of slides illustrating various grading factors in wheat and various wheat varieties common to the Pacific Northwest. The slides cover such damages as sprouting, immaturity, heat damage, mold, frost damage and smut and cover the foreign materials found in wheat. They show head- and kernel samples of Marquis, Turkey, Riddit, Early Bart, Forty Fold, Albit, Federation, Hard Federation and Triplet. The schools are planned thru co-operation of the federal grain supervision office of the bureau of agricultural economics, U. S. department of agriculture and the agricultural extension services of the State College of Washington and the University of Idaho. A banquet was held the evening of May 12 in the Spokane Hotel during the Spokane school.

Contract for the construction of the elevators, head house and grain storage bins of the proposed new flour mill of the Centennial Flouring Mills Co., to be erected at East Trent, on the eastern edge of Spokane, has been awarded to Alloway & Georg, while contract for construction of the mill was awarded to The Austin Construction Co. As reported in the last issue of the Journals, Allis-Chalmers Mfg. Co. has the contract for installing the milling machinery. Work on the elevators, head house and storage bins will be started first, it was announced; it is expected to have the mill completed in September. The grain storage will consist of 55 bins with a storage capacity of 400,000 bus., the head house to be approximately 200 ft. high. The mill building will be 208 ft. long and 45 ft. wide, with a height of 120 ft. Provision will be made for a producing capacity of 3,000 bbls. of flour per day, altho only one milling unit of 1,500 bbls. per day will be installed at once. The sliding form method of concrete construction will be employed; the outside of the reinforced concrete structure will be of pilaster design. Double railroad tracks will extend along the north side of the elevator, and there will be double pits to permit the discharging of two cars of wheat at one time. The present Centennial 200,000-bu. capacity mill will be used for storage of bulk and sacked wheat following completion of the new mill. Operations will continue there until the new plant is ready to go. The company has purchased the ground on which the old mill stands.

## PENNSYLVANIA

Fredericksville, Pa.—The old Grim grist mill, for 90 years a landmark here, has been razed. The water mill, used to generate grinding power for the mill, was taken out of position at the mill site.



## SOUTH DAKOTA

Gordon (Wessington Springs p. o.), S. D.—Farmers of Batesland vicinity are considering plans to purchase the co-operative elevator here.

Big Stone City, S. D.—Frederick Lee Cross, for nearly 20 years connected with the O. W. Kuderling Co. as manager of its elevator, died recently.

Leola, S. D.—Peter J. Geffre has succeeded J. E. Fortin as local agent for the Eagle Roller Mill Elevator. Mr. Fortin has been transferred to Minneota, Minn.

Madison, S. D.—A new 20-ton automatic scale is being installed at the Farmers Elevator, replacing the old 10-ton scale which has been in use for many years. Frank McGowan is manager of the elevator.

Claremont, S. D.—Cargill, Inc.'s elevators along the Great Northern railroad are being repaired. The William White repair crew is in charge of the work and has started on the company's local elevator.

Mitchell, S. D.—C. E. (Carp) Carpenter of Rapid City, who recently opened a Mode A Day Dress Shop here, traveled several years back in this immediate territory and Iowa for the Cedar Rapids Grain Co. He reports what won't an ex-grain man do.—A. G. T.

Booge (Valley Springs p. o.), S. D.—Fire destroyed the Booge Elvtr. Co.'s elevator May 8, together with a quantity of feed, seed grain and other commodities. Einar and Elmer Dahl managed the plant. Explosion of a gasoline engine caused the fire. A new elevator will not be built to replace the burned structure at this time, although there is a possibility that a small building for grinding feed, etc., will be constructed for the convenience of farmers of the vicinity.

## SOUTHEAST

Opp, Ala.—The J. A. Simmons grist mill was destroyed by fire recently.

Vienna, Va.—B. B. Bailey has purchased the Colvin Run Roller Mills near here.

Staunton, Va.—Frank T. Holt, 69, for many years co-owner of the White Star Mills, died recently.

Monroe, N. C.—Shaw Grocery Co. has installed a No. 15½-D Kelly Duplex Corn Cutter and Grader.

Charlotte, N. C.—R. E. Evans, Buckeye Cotton Oil Co., has installed a No. 1 Kelly Duplex ½-ton capacity Feed Mixer with motor drive.

Glen Alpine, N. C.—An electrical breakdown in a starter caused a small amount of damage at the Glen Alpine Milling Co. plant on Apr. 22.

Claxton, Ga.—Opening operations of the Claxton Milling Co. were delayed because of the failure of transportation companies to bring in the 100-h.p. motor for the plant. S. E. Scott, manager, stated, however, operations would begin this month. The company will manufacture feed from native grains and hay.

Dublin, Ga.—Rufus L. Moore, 73, Dublin grain milling operator, died in a local hospital May 3. Burial was at Knoxville, Tenn., his native home. Mr. Moore came to Dublin from Mariana, Fla., in 1918, to build a grain elevator for a farmers' co-operative. He remained to operate it and later took over ownership. The elevator burned several years ago and he put up a feed mill in East Dublin, which he operated until his death.

Gastonia, N. C.—The new feed plant of J. F. Bess, rapidly nearing completion and about ready to go into operation, covers 11,000 sq. ft. of floor space and will be equipped with the latest feed grinding and mixing machinery. The present building of the company, which handles feed and flour and wholesale groceries, is leased from the Piedmont and Northern Railroad and is 185 ft. long by 70 ft. wide. One-half of the building is three stories high, the other half, one story. Mr. Bess also has begun making a brand of his own flour from Virginia wheat.

## TENNESSEE

Nashville, Tenn.—The plants of the Kerr Grain Co. and the Freeland Milling Co. were destroyed and the plant of the Royal Flour Co. was damaged by fire Apr. 30. The Kerr and Freeland company's elevators were 100 ft. each, the Freeland plant five stories high and the Kerr plant one story. Considerable stock at the Royal Flour Co. plant was damaged by water, but the loss by fire was small.

Bodenham (Lawrenceburg p. o.), Tenn.—The mill owned by J. Lee Shores was destroyed by fire of unknown origin on May 5.

Memphis, Tenn.—Humphreys Mills has rebuilt its plant, destroyed by fire last fall, and is now ready for operation. The new plant has a capacity of 1,400 bbls. corn meal each 24 hours.

## TEXAS

Kingsville, Tex.—Wuensche Milling Co. is installing a Western Pellet Mill and is increasing its feed grinding and mixing capacity.

Perryton, Tex.—W. A. Teter, former manager of the E. R. Humphrey Grain Elevator at Vici, Okla., is now operating an elevator of his own here.

Sealy, Tex.—Schler Bros. conducted a party of 25 interested persons to Houston recently, on a sight seeing tour thru the Houston Milling Co. plant.

Burkburnett, Tex.—Burkburnett Gin Co. contemplates some improvement in its feed mill, to be made during the summer in time for fall business.

Dallas, Tex.—William L. Smith, elevator superintendent of Morten Milling Co., has announced his retirement on account of poor health. He will make his home in Herington, Kan.

Spearman, Tex.—The Spearman Equity Exchange will open its local elevator and its house at Morse, Tex., this season. T. R. Shirley, formerly manager of the Hillsdale Equity Exchange of Hillsdale, Okla., has been employed as general manager.

Dimmitt, Tex.—Under construction for the Dimmitt Wheat Growers Ass'n, of which M. B. Benton is manager, by the A. F. Roberts Construction Co. is an extensive cribbed, iron-clad storage annex to its elevator. The original elevator was built by Roberts in 1930.

Demitt, Tex.—The Castro County Grain Co. is constructing a 60x190-ft. iron clad warehouse, capacity 160,000 bus. of grain. The warehouse will be equipped with conveyors for moving grain and keeping in condition. A portion of the space will be used for handling baled cotton.

Leonard, Tex.—C. T. Ferguson has bought the O. H. Black Grain Co. which will be known in the future as the Ferguson Grain Co. Mr. Ferguson will manage the business, assisted by his brother, Sam, and Buddy Bates. The company will continue to handle grain, feed and coal and will also buy grain. Mr. Ferguson stated he will continue in business with the present equipment, and will not rebuild the storage house which burned several weeks ago until later in the year.

Hereford, Tex.—Work has started on the new 150,000-bu. concrete elevator for the Pitman Elvtr. Co., to be located inside the L-shape of the two present buildings. The company now has a capacity of 55,000 bus. The new addition will give a capacity of 205,000 bus. The new elevator is to be equipped with a 10x14-ft., heavy duty, hydraulic dump. It will have 4 circular tanks connected with interstice partitions, giving seven bins. The structure, modern thruout, will cover a ground space of approximately 50x70 ft. Tanks will be 75 ft. high, cupola 117 high. It is expected to complete the plant by the middle of June. A. F. Roberts Construction Co. has the contract.

Austin, Tex.—Truck Peddler Bill, H. B. 331, is still on the calendar where it will likely die. S. B. 23 and H. B. 72, Private Carrier Act, has passed the House and is in the Senate Com'ite, where I am assured it will pass this week. H. B. 297, Warehouse Bill, is on the House Calendar, but so far no report.—G. E. Blewett.

Hereford, Tex.—The Hereford Milling Co. has been organized; capital, \$60,000; incorporators, Alron Fraser, Mary E. Fraser and W. T. Stedman. Mr. Fraser has operated the Fraser Oil & Grain Co. here, and now is completing a flour mill at Fort Worth in association with Mr. Stedman. Mr. Stedman for many years was superintendent of Universal Mills, Fort Worth.

Higgins, Tex.—Lester Stone of Amarillo purchased the Great West Elevator here Apr. 1. Mr. Stone, who has been prominent in grain business here for many years, announced he also had bought the Great West Elevators at Whitdeer, Laketon and Heaton on the North Plains and one from the Amarillo Grain Exchange at Kress on the South Plains. John Bland will continue as manager of the local elevator. For the present the purchase of grain will be the only service offered the public at the local station.

Houston, Tex.—In a labor dispute between AFL teamsters and E. W. Henderson, manager of the Bewley Mills, Louis Shelton, a warehouse employe at the mills, was attacked by a group of men as he went home from work, it was reported, and in the flareup that resulted one man was injured, another was placed in jail and windows were broken at the mill. Henderson said the teamsters union on May 1 demanded he rehire three drivers he had discharged for careless driving. The union also demanded a closed shop, he said, and when he refused, the union established a picket line.

Hereford, Tex.—The Packard Milling Co. has purchased the elevator operated here by the Great West Milling Co., and is overhauling and remodeling the plant in preparation for the coming harvest. In addition to general repairs a new scale will be installed at the elevator. The company will operate the elevator as a shipping and storage point in addition to its present elevator, operated in connection with the flour mill. During the harvest season a weigher will be stationed at the new elevator and will take weights and issue receipts. Otherwise, all business will be handled from the mill offices. The remodeled elevator is to be ready for operation by the middle of June.

## UTAH

Spanish Fork, Utah—Ammon Hermansen of Payson, owner and operator of the Payson Milling Co., has purchased the H & T Feed & Elvtr. Co. The business will be operated as a feed and flour mill. William Simmons of Spanish Fork will be the new manager.

Gunnison, Utah.—A new feed warehouse is being constructed just west of the large grain elevators at Hermansen's Roller Mill. The building will be a one-story structure 100x35 ft. with a 16-ft. ceiling. The floor will be of cement and will provide extensive storage facilities. Construction is expected to be completed in June. Mr. Hermansen has added new flour-making equipment lately and new grain cleaning machinery has been installed.

# "RANDOLPH"

## OIL-ELECTRIC GRAIN DRIER

### The Drier Without a Boiler

ASK THE MAN WHO HAS ONE

## THAT'S ALL

MANUFACTURED BY

# O. W. RANDOLPH COMPANY

3917-21 Imlay St., TOLEDO, O., U. S. A.



## WISCONSIN

Webster, Wis.—Charles L. Gustafson, 62, local feed dealer, died recently.—H. C. B.

Milwaukee, Wis.—Guido R. Rahr, Manitowoc, has been elected a member of the Grain & Stock Exchange.

Oconto Falls, Wis.—Frank Trudell, 71, for ten years operator of a grain elevator here, died May 9.—H. C. B.

Morrisonville, Wis.—T. H. Mair, 71, grain dealer for the past 36 years, died May 6 in a Madison, Wis., hospital.—H. C. B.

Newburg, Wis.—August Koenig, 56, for many years operator of a grist mill here, died suddenly May 16 while at work.—H. C. B.

Reedsville, Wis.—Work has been started on remodeling and erecting an addition to the Ed. Reinemann & Son elevator.—H. C. B.

Owen, Wis.—E. J. Crane & Sons has installed a 1-ton motor driven vertical batch mixer at their local plant, the unit furnished by R. R. Howell Co.

Superior, Wis.—King Midas Flour Mills will install the Zileny Thermometer System in its 16 concrete storage bins. This is the former Daisy Mills plant.

Thorp, Wis.—A 1-ton motor driven vertical batch mixer has been installed at E. J. Crane & Sons local feed plant. The unit was furnished by R. R. Howell Co.

Madison, Wis.—Acme Feeds, Inc., an Illinois corporation, has filed articles in Wisconsin. The company lists authorized capital stock of \$200,000 with \$200,000 paid in.—H. C. B.

Waupaca, Wis.—Robert E. Mather, feed dealer, has filed a petition in bankruptcy listing liabilities of \$5,376, assets of \$6,257 and claiming \$4,050 in exemptions.—H. C. B.

Tomah, Wis.—J. T. Nicol is erecting an elevator on the railroad shops property south of the conservation building, to be ready for operation within a short time. Mr. Nicol was formerly employed for many years by the Farmers Co-operative Elevator here and is well acquainted with the grain, feed and seed business.

Superior, Wis.—Demolition of the Listman mill, acquired from the Standard Milling Co., in the deal that also brought about the purchase of the Daisy mill and other properties, has been asked of the city council by the council projects com'tee. According to present plans, a warehouse, 156 x 160 ft. and two stories high at the site, will be untouched.

## WYOMING

Gillette, Wyo.—L. A. Wilkerson of Sundance recently purchased the Butler Flour mill and plans to start the milling of flour in the near future.

## Thin Rye, a Dumping Grade

The decision of the Department of Agriculture against adding a proposed "thin rye" grade to the present standards for rye was hailed as "a victory for the farmer" according to Chairman Charles Munn of the Minnesota Railroad and Warehouse Commission.

Mr. Munn said that when we realize that "thin rye" would practically have been a dumping grade, one can readily appreciate the effect this proposed change of standards would have had on farmers' rye crop revenue for 1939.—F. G. C.

Spokane, Wash.—Grain co-operatives of 12 states, including the North Pacific Grain Growers, Inc., embracing 60 locals in Washington, Idaho and Oregon with a membership of 7,000, have joined with the National Farmers Union to secure the adoption of amendments to the agricultural act of 1938. Pres. A. R. Shumway of the North Pacific growers explained these amendments propose parity prices to farmers on domestic wheat consumption.

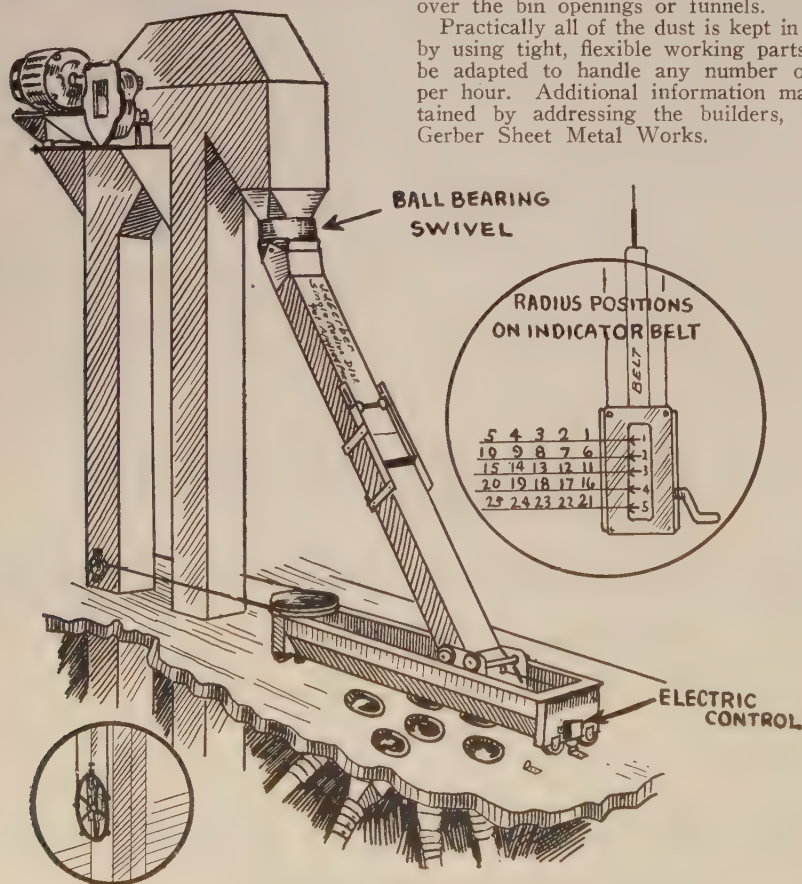
## An Improved Grain Distributor

Covering by its three radii a wide sweep of bins this latest improvement in distributors eliminates 50 per cent of the bin spouting.

Completely controlled from the ground work floor yet its setting to any spout is accurate, an electrical positive stop showing immediately that the spout is over the proper bin opening.

The telescoping spout operates smoothly for years after installation. Ease in shifting is promoted by the use of ball and roller bearings thruout in the truck and hopped head assembly. The windlass on the work floor operates the back and forth telescoping movement and the indicator wheel for swinging the carriage over the bin openings or funnels.

Practically all of the dust is kept in the grain by using tight, flexible working parts. It can be adapted to handle any number of bushels per hour. Additional information may be obtained by addressing the builders, the J. J. Gerber Sheet Metal Works.



Gerber Single Radius Grain Distributor

## Supply Trade

Moline, Ill.—Franklin E. Bennett, former president of Barnard & Leas Mfg. Co., died May 17.

Muir, Mich.—Ronald Banton, associated with the Fenwick Elevator Co., has accepted a position as salesman with A. T. Ferrell & Co.

Chicago, Ill.—The offices of the John S. Metcalf Co. in the Austin Bldg., because of greatly increased business, are being extensively enlarged.

Cheadle Heath, Stockport, Eng.—Cecil Bentham, chairman and managing director of Henry Simon, Ltd., sailed May 3d for a six weeks' trip to Canada and the United States.

Schenectady, N. Y.—Orders received by General Electric Co. during the first two months of 1939 amounted to \$51,000,000, compared with \$41,300,000 in the same period last year.

Fort William, Ont.—William Roy Grant, 47, president of the Barnett-McQueen Const. Co. since 1934, died suddenly Apr. 25, at his home. Death was attributed to a heart attack. Mr. Grant was superintendent of construction in charge of erection of Pool 7 Elevator, Port Arthur, and of grain elevators at Minneapolis, Owen Sound, Vancouver and other cities.

Minneapolis, Minn.—Hart-Carter Co. has announced a new machine for grading hybrid seed corn by length. In developing this new corn grader the many advantages of length grading for hybrid corn in a practical, low cost unit is made possible. The grader has been built to overcome planting troubles due to a variation in kernel lengths and to provide new accuracy and uniformity in the commercial grading of hybrid corn. A complete descriptive folder on this machine can be obtained by writing the company.

The aim in advertising (what a word) is to get ideas over fast. To jump into people's minds. To snap hold of interest as a spark leaps from wire to wire. A headline must do its work before eyes can blink. When advertising *talks* people know what is meant. If it's stilted, they don't. People like to talk. They will chew over a thing for hours. They like advertising that *talks* about what they want—and they want everything. But they don't like advertising that sneezes them with big words. They hate fancy writing as they hate silk hats and stuffed shirts. An idea put down in a few short words is picked off the page at a glance. But a whole line of words that doesn't add up loses its grip on the mind. Little words have force.

Minneapolis, Minn.—R. R. Howell Co. report the recent sale of Calumet Cups to the following: Rupp Elevator, Munich, N. D.; Farmers Co-op. Elevator Co., Oklee, Minn.; Honeymead Pds. Co., Cedar Rapids, Ia.; Crookston Mfg. Co., Crookston, Minn.; Capitol Flour Mills, St. Paul, Minn.; International Mfg. Co., Buffalo, N. Y.; St. Anthony & Dakota Elvtr. Co., Clinton, Minn.; Atkinson Mfg. Co., Minneapolis, Minn.; Hubbard & Palmer Co., Mankato, Minn.; Fraser Elevator Co., Aurelia, Ia.; Bob Fruen, Hatfield, Minn.; Farmers Grain Co., Pisek, N. D.; Farmers Co-op. Society, Garner, Ia.; Farmers Co-op. Elevator Co., Jasper, Minn.; Jones Bros., Attica, Ind.; V. Danielson, Adel, Ia.; Ocuya Co-op. Grain Co., Pontiac, Ill.; Kerber Feed Mill, Emmetsburg, Ia.; Lotus Grain & Coal Co., Lotus, Ill., and truck lifts to Pacific Coast Elvtr. Co., Arimo, Ida.; Farmers Co-op. Elvtr. Co., Tracy, Minn.; Holloway Market Co., Holloway, Minn.; Mortenson Farm Service Co., Watertown, S. D.; Forsberg & Sons, Thief River Falls, Minn.; Monarch Elevator Co., La Bolt, S. D.; Lickfett Elevator, Madelia, Minn.; Johnson Lumber Co., Gowrie, Ia.



## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Buffalo, N. Y.—More grain is coming into this port than for many a day. This flurry of an early season grain rush to Buffalo from Duluth and Chicago has put more than 500 elevator and grain scooping employes to work.—G. E. T.

Clifton, Tex.—The first 1939 oats was marketed here May 9, selling at 30c a bu. Last year the first new oats was marketed on May 8. Seventy-five acres of oats averaged 45 bu. to the acre, with test weight 26 lbs. to the bu.

Vancouver, B. C.—Total receipts and shipments of grain for the month of April, as compared to April, 1938, expressed in bushels, 1938 in parentheses, were as follows: Receipts, wheat, 116,329 (4,403,026); oats, 21,820 (127,865); barley, 153,967 (200,255); rye, 1,460 (4,919); shipments, wheat, 708,112 (2,539,431); oats, 205,196 (302,697); barley, 81,418 (176,505); flaxseed, 14 (7); rye, 1,980 (5,559).—Board of Grain Commissioners of Canada, E. A. Ursell, statistician.

New York, N. Y.—Receipts and shipments of grain during April, 1939, as compared to the same month a year ago, expressed in bushels, were as follows, 1938 in parentheses: Receipts, wheat, 457,400 (333,500); corn, 339,600 (12,000); oats, 71,400 (26,400); rye, 1,700 (1,700); barley, 5,100 (147,900); flaxseed, 850,000 (23,000); millfeed, 22 tons (10 tons); shipments, wheat, 508,000 (630,000); corn, 166,000 (—); barley, 8,000 (230,000); clover seed, 40 (2,830).—Dept. of Information and Statistics, New York Produce Exchange.

Duluth, Minn.—Country shipping of grain to terminal markets has taken on increased activity. The number of grain cars received in this market in the first 18 days of May exceeded by several hundred the total in movement for the entire month of April. Last month's arrivals were the largest since last fall, but this month will top any similar period so far for 1939. Wheat that carried C.C.C. loans has in many cases been taken up and released, with disposal made for commercial purpose at sharply advanced prices.—F. G. C.

St. Louis, Mo.—Receipts and shipments of grain, expressed in bushels, in April, 1939, as compared to April, 1938, the latter shown in parentheses, were as follows: Receipts, wheat, 769,500 (646,500); corn, 592,500 (3,204,000); oats, 226,000 (406,000); rye, 10,500 (4,500); barley, 190,400 (249,600); soybeans, 32,000 (28,800); kafir, 15,400 (19,600); hay, none (60 tons); shipments, wheat, 855,000 (1,113,500); corn, 570,210 (2,936,048); oats, 200,000 (270,000); rye, 7,500 (6,000); barley, 22,400 (24,000); soybeans, 1,600 (6,400); kafir, 2,800 (9,800); hay, 12 tons (1,296 tons).—W. J. Krings, statistician, Merchants Exchange.

Duluth, Minn.—Early this month the Occident Terminal Elevator received an 80,000-bu. cargo of Canadian barley held in bond for later shipment. This was the first boat arrival with grain from the Canadian Head-of-the-Lakes this year. Last week there arrived two boat loads of Canadian wheat screenings for account of a commission house. Tightness in the May oat contract deliveries and unfavorable crop reports instilled strength in the oat market. Recently the Quaker Oats Co. shipped out a considerable amount of oats by rail to its various plants in the middle states. The demand for choice heavy oats continues at highest prices paid in a long time.—F. G. C.

Ottawa, Ont., May 18.—Canadian wheat in store for the week ending May 12 was reported as 129,122,973 bu. compared with 135,418,800 bu. for the previous week and 38,332,878 bu. for the week ending May 13, 1938. Marketings in the three Prairie Provinces for the forty-one weeks from Aug. 1, 1938, to May 12, 1939, as compared with the same period in 1938 were as follows: figures within brackets being those for 1938: Manitoba 42,307,861 (36,449,036); Saskatchewan 109,676,100 (25,023,753); Alberta 122,041,679 (55,531,628) bu. For the forty-one weeks ending May 12, 1939, and the same period in 1938, 274,025,640 and 117,004,417 bu. respectively were received from the farms.—R. H. Coats, Dominion Statistician.

Kansas City, Mo., May 22.—The first report of the marketing of 1939 wheat came today from Olney, Tex. A truck load of No. 1 hard wheat grading 60 lbs. was taken in there, the grower receiving 60c a bus., which included 10c premium for the first new wheat. The load was brought in two days later than the all-time record, made at Olney in 1936.

## Automatic Corner in Chicago May

Hedgers long and hedgers short fought it out in the Chicago May wheat delivery unhampered by orders of the business conduct com'ite.

The price closed at the top, 81¼ cents, on May 22, the last day of permissible trading, with a considerable open interest presumably to be settled later by deliveries.

The tight situation was officially recognized in the order by the Commodity Exchange Administration directing members of the Board to make daily reports of their open accounts in the May future.

## New Chemical Test for Damage in Corn

A simple and rapid chemical test to determine damage to corn by heating or fermentation, or by the action of fungi or certain types of bacteria, has been developed by grain specialists in the Bureau of Agricultural Economics, it was announced today. It is believed that the new test, which measures "the degree of soundness" in corn is simple and rapid enough to meet the requirements of commercial practicability.

The method consists of the chemical determination of the degree of deterioration undergone by the fatty oil in the corn. Since the oil is concentrated largely in the germ, and the germ is the most vulnerable part of the kernel to most types of damage, the extent of deterioration of the oil, it was explained, has been shown to be a reliable index of the degree of soundness of the corn.

In current grain-grading practice, condition and damage are appraised by odor and by the percentage of weight of damaged kernels present in the grain. "In the absence of more precise methods," the Bureau said, "these methods of determining soundness have been used successfully in grain inspection procedure." It was pointed out, however, that the new chemical test will indicate the degree of damage in the grain more accurately and will serve more fully as an index of market and processing values.

The Supreme Court of the United States on May 15 ruled that if the Secretary of Agriculture will give the Kansas City live stock commission men a fair hearing, that they did not get, the \$586,000 in commissions may be distributed either to the farmers or the commission men.

Many farmers are buying back their wheat on which a loan was taken, reports Frank Hodges, of the R.F.C. Mr. Hodges said that of 6,600 loans secured by wheat stored on farms 3,810 had been cleared. Of 4,580 loans secured by wheat stored in approved warehouses 1,044 had been cleared.

Less than the usual seasonal advance in corn prices is expected during May. Late spring and early summer usually is a period of higher corn prices, especially after a large crop. However, the market this season advanced during the early winter and was supported by the loan program. Stocks of corn on farms on April 1 were the largest on record. Consumption of corn during the remainder of the season is not expected to be larger than average, in view of the abundant supplies of other feeds and the reduced number of grain-consuming animals in comparison with pre-drouth numbers. Lack of export demand, political unrest in Europe, and uncertainty in domestic business activity are not favorable to higher corn prices.—Kansas State College.

## Books Received

RESERVE GRAIN SUPPLIES for National Emergency is a handsomely illustrated brochure of 15 pages analyzing the requirements of storage for war emergency and suggesting practical means for co-ordinating government activities in holding wheat with the normal procedure of grain merchants with resulting efficiency and economy. By C. Bentham, M. Inst. C. E., M. I. Mech. E., M. Inst. T., chairman and managing director of Henry Simon, Ltd., Cheadle Heath, Stockport, Eng.

ALTERNATING CURRENT MOTORS, Their Type Designations and Characteristics.—A few years ago elevator builders and operators had but a few definite types of electric motors; but now have to deal with a wide variety. Electricians, elevator builders, insurance field men and inspectors are enabled to identify every motor from data on the name plate by consulting this booklet. Fifty-five electric motor manufacturers have their type designations listed in this booklet, from which can be determined into which of the 16 classes set up by the Mutual Fire Prevention Bureau the motor in question may fall, and its characteristics known, with such important factors as its starting current, full load running current, torque, full load torque, starting torque, pull-up torque, breakdown torque, temperature rating and slip. By the Mutual Fire Prevention Bureau, Chicago, Ill.

COMMODITY YEAR BOOK, 1939. All of the grains and 42 other commodities are analyzed and charted for 50 to 150 years. A separate statistical section is devoted to each commodity, with varying space devoted according to the importance of each. In all there are 530 statistical tables. All data used was taken from official or semi-official sources with the source clearly credited in each instance. Considerable of the book's space is devoted to special studies of importance. They are written on a strictly impartial and fact finding basis, covering such subjects as U. S. Government Activities in Commodities, Relationship of Security Prices to Commodities, Foreign Exchange Movements and Commodities, Weather in 1938 and Its Effect on Supply-Demand, War Scarcities and Commodity Prices, The United States Balance of Trade, Developments in International Production Control, Per Capita Consumption and Population Trends, Description of the futures contract, trading rules, deliveries against contracts, commodity clearing houses, and futures market terms are contained. Every important futures market is listed with specific trading information and rules. The result is a wealth of clear and concise data, in ready reference form, covering 50 commodities in 608 pages (no advertising). The page size is unusually large, 8½ x 11 inches, which is particularly desirable for price charts and statistics. This first publication of a yearbook is an outgrowth of the work of the Commodity Research Bureau in analyzing commodities and their price movements for client subscribers, and in recent years as a semi-public clearing house. Substantially bound in cloth, published by Commodity Research Bureau, Inc., 82 Beaver Street, New York, N. Y. Price, \$7.50.

The C.C.C. is reported to have sold 1,500,000 bu. of corn to northwest corn handlers at 1c under Chicago May delivered at Duluth, part of the 23,000,000 bu. taken over last fall from farmers defaulting on their 1937 loan.

M. W. Thatcher, for many years lobbyist at Washington for the defunct Farmers National Grain Corporation, has organized the National Federation of Grain Growers to work on members of Congress in the interest of its components, which are North Pacific Grain Growers, Intermountain Grain Growers, Colorado Grain Growers, West Central Grain Growers of Denver, West Central Grain Growers of Nebraska, Texas Wheat Growers, Amarillo; Farmers Union Jobbing Ass'n of Kansas and Thatcher's own Farmers Union Terminal Ass'n of St. Paul, Minn. Thatcher is president, A. R. Shumway of the North Pacific is vice president, and Aksel Nielson of Omaha is sec'y. Some time in April Thatcher will have introduced in Congress certain amendments to the A. A. Act.



# Field Seeds

**Greenville, Tex.**—Sampson Hamrick has engaged in the seed and feed business.

**Holton, Ind.**—A. C. Brown, 1939 Corn King and first corn grower in Indiana to win three state championships, has been presented a certificate of award carrying life membership in the "Hundred Bushel Corn Club" of Indiana.

**Sault Ste. Marie, Mich.**—John R. MacInnis, who operates the Rudyard elevator, has opened a store to do a wholesale and retail business in red clover, timothy, barley, oats, flax and peas. Henry Clark of Rudyard will manage the seed store.

**Austin, Tex.**—The seedbill introduced by Senator Albert Stone has passed third reading by 97 to 37. Under the bill the commissioner of agriculture would be allowed to charge out-of-state shippers a fee of \$1 for inspection to certify cotton, alfalfa and sorghum seed as to quality. No seed would be barred, but truthful labeling would be required.

**Chicago, Ill.**—Over 40 reservations have been made for the "Seedsmen's Special" train leaving Chicago for the American Seed Trade convention at San Francisco, at 10:15 p. m., June 6. Reservations should be sent in to C. C. Thompson, Santa Fe Ry. Co., 179 W. Jackson Blvd., Chicago. The special train com'ite is composed of Leonard Vaughan, Chas. Hollenbach, Lloyd Brown and W. L. Oswald.

## The Federal Seed Bill

The Federal Seed Bill has been reintroduced as H. R. 5625. All the amendments agreed upon between the Com'ite on Seed Policy and the American Seed Trade Ass'n Legislative Com'ite at the recent discussions in Washington are now in the bill.

The sole remaining point at issue is a provision for exemption of the farmer under certain conditions which was put in the bill at the insistence of two members of the House Com'ite on Agriculture. This exempts the farmer when he sells and delivers to the consumer on his own land seeds of his own production, provided he does not sell seeds not of his own production, does not advertise and does not deliver seeds through the mails or to the common carriers.

Chairman Hobbs of the American Seed Trade Ass'n Legislative Com'ite, says "While it might seem that the direct effect of this exemption on the interstate movement of seeds will be of negligible importance, counsel and the Legislative Com'ite feel that it has harmful possibilities.

"Under this apparently restricted exemption there is some opportunity for unscrupulous dealers to pose as consumers and buy cleaned and weed-infested seed. Because the federal law will act as a model for state legislation, it will handicap seriously the efforts of seedsmen and state enforcement officers to get exemption of farmer-to-farmer sales removed from their state laws or to prevent such exemption from being included.

"A number of state enforcement officers have expressed their opposition to this exemption."

## Directory

### Grass & Field Seed Dealers

#### CRAWFORDSVILLE, IND.

Crabbs, Reynolds, Taylor Co., clover, timothy.

#### PAULDING, O.

Stoller's Seed House, wholesale field seeds.

#### ST. LOUIS, MO.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.

## Program Pacific States Seedsmen

The Pacific States Seedsmen's Ass'n will hold its annual meeting June 9 and 10 at the Fairmont Hotel, San Francisco, Cal.

The first day Pres. John O. Knox will deliver an address, Sec'y E. E. Soderberg will report, and Richard Young will speak on "Government Farm Financing."

After addresses in the afternoon by Lester L. Morse and Prof. B. A. Madson, Arthur E. Navlet will speak on "The Retail Seedsmen v. The Department Store."

Saturday, W. Ray Hastings will speak on "All America Selections"; L. M. Jeffers on "The California Seed Act"; A. Cellers on "The Oregon Seed Council"; Walter Schoenfeld on "The California Seed Council," and E. Martin on "A Better Future for Flower Seeds."

Generous entertainment with a variety of attractions has been provided.

So many trucks have been badly damaged trying to haul a heavy load over a weak driveway, some elevator operators are now posting warning signs at the entrance limiting drivers to what the floor will stand.

## Imports of Forage Plant Seeds

Imports of forage plant seeds during April and during the 10 months ending Apr. 30, compared with like periods a year earlier, as reported by the Bureau of Plant Industry, have been as follows, in pounds:

	April—		July 1 to Apr. 30	
	1939	1938	1938-39	1937-38
Alfalfa .....	339,100	129,000	3,177,500	4,548,700
Bluegrass,				
Canada .....		2,200	9,600	180,800
Brome, smooth .....	154,000	89,200	2,174,900	883,800
Clover—				
Alsike .....		54,400	7,100	907,100
Crimson .....		186,800	4,590,600	2,172,600
Red .....	94,500	929,200	598,100	8,402,400
White .....	58,500	142,000	2,294,800	2,259,200
Fescue,				
meadow .....	18,800	100	67,100	2,400
Grass, orchard .....	200	6,600	1,726,600	188,100
Mixtures, al-				
sike & tim'y .....			32,700	118,500
Mixtures,				
grass .....		2,100	300	7,300
Rape, winter.. ..	528,300	413,500	6,601,700	4,383,700
Ryegrass—				
Italian .....	2,200	600	23,500	1,197,100
Perennial .....	73,900	17,900	510,800	1,237,300
Timothy .....	300	1,000	900	3,000
Vetch—				
Common .....			937,700	2,369,700
Hairy .....	5,500	22,000	4,792,400	4,615,800
Hungarian .....				284,200
Bentgrass .....	5,600	3,700	128,800	20,900
Bluegrass—				
Annual .....	300		10,700	2,200
Rough .....	4,900	98,900	641,000	797,800
Wood .....	500	1,100	4,900	5,100
Clover—				
Subterranean .....			1,500	600
Suckling .....		2,500	54,900	28,300
Dogtail, crested .....			2,000	24,500
Fescue—				
Chewings .....	22,000	82,800	620,800	1,136,400
Other .....	49,700	21,300	324,300	164,200
Grass—				
Bahia .....	600		17,200	
Carpet .....			12,400	200
Dallis .....		13,500	135,100	101,400
Guinea .....			28,200	2,000
Jaragua .....			2,100	
Molasses .....	200		2,200	19,100
Rescue .....			47,900	3,400
Rhodes .....	16,200	10,500	86,700	53,900
Velvet .....			24,300	4,400
Kudzu .....	3,500		5,500	
Lupine .....	11,000		17,400	
Medick, black .....	2,200		59,100	43,000
Mixtures, grass .....				4,200
Sweetclover .....	1,075,100	519,500	9,955,900	8,909,500
Trefoil,				
birdsfoot .....			1,600	500
Wheatgrass—				
Crested .....	159,500	9,600	493,400	103,000
Slender .....	1,400	4,300	82,200	32,900

## Program of American Seed Trade Ass'n

For the annual meeting of the American Seed Trade Ass'n to be held June 12 to 15 at the Fairmont Hotel, San Francisco, Cal., the following program has been arranged:

**Monday, June 12, 10:00 a. m.**

Address of Welcome, Mayor Angelo Rossi, San Francisco.

President's Address, C. F. Voorhies.  
Report of Sec'y-Treas., C. E. Kendel.  
Com'ite Reports.

**Tuesday, June 13, 10:00 a. m.**

Reports of com'ites on experiment stations, membership, seed testing, to cooperate with seed analysts ass'n on germination standards. All-America Council.

Address, "Progress and Problems of Flower Seed Growing," Elizabeth Bodger.  
Colored motion pictures.

**Wednesday, June 14, 10:00 a. m.**

Reports of com'ites on history, membership, vegetable research, wage and hour act, legislation, on Junior seedsmen.

Address, "The Growing and Shipping of Vegetables in California," Dr. Scott.

**Thursday, June 15, 10:00 a. m.**

Report of budget com'ite, com'ite on postal laws, membership com'ite, report of counsel, Curtis Nye Smith.

Report of National Garden Bureau, J. H. Burdett.

Report of Com'ite on Resolutions, Henry J. Kling.

Election of officers.

**Special Groups and Com'ites**

Afternoons have been reserved for meetings of the various special groups and com'ites. The schedule of these meetings is as follows:

June 11, 8 p. m., Executive Com'ite.

June 12, 8 p. m., All-America Council.

June 13, 12:30 p. m., luncheon of junior seedsmen's group.

June 13, 2 p. m., farm seed group.

June 13, 2 p. m., wholesaler-grower group.

June 13, 2 p. m., commission box group.

June 14, 12:30 p. m., All-America Council luncheon.

June 14, 2 p. m., mail order-retailers group.

**Entertainment**

Sunday, June 11, 8 p. m., motion pictures.  
June 12, 3 p. m., boat ride, San Francisco bay.  
June 13, 7:30 p. m., banquet. June 14, exposition (seedsmen's day).

## Meeting of Western Seedsmen

The Western Seedsmen's Ass'n held its semi-annual meeting May 6 at the Savery Hotel, Des Moines, Ia., with 110 registered.

PRES. EARL M. PAGE of St. Louis called the meeting to order. He said: A century and a half of development in this country finds the seed trade supplying only about 25 per cent of the nation's field seeds. We are still on our own 25 yard line. Furthermore, with but one or two exceptions, the rules of the game provide penalties only for our side.

Seed laws are just as essential as many other types of legislation, but what other type of legislation is so drafted as to apply only to one class of the community?—to stringently regulate 25 per cent of a trade while the other and competing 75 per cent goes unregulated. Considering the fact that with one or more seed laws in each of 46 states already in effect last year, 111 new seed laws have been introduced in the various state legislatures this year, there must be a very urgent demand for more complete regulation. The unfortunate fact is that almost without exception the new laws as well as the old are still aimed only at the 25 per cent. It then becomes our duty to fight to correct this injustice, to let the public know that the plethora of Canada thistle, dodder, bindweed and buckhorn in the 75 per cent of the nation's seed supply now sold by farmer to farmer, will grow just as surely and far more widely than the occasional weed seed which might have been missed in the seedsmen's cleaning process.

The well informed and thinking farmer does not want these farmer exemptions which permit the uncontrolled spread of weeds in his community and inevitably onto his own farm. Weeds definitely affect the value of a farm and even the level of farm values in a community.

So long as the unregulated sale of untested, unlabeled, weed infested seeds, of unknown viability from farmer to farmer is sanctioned



by law, we cannot expect the average farmer to place proper value on weed free seeds. We cannot even expect the farmer grower of seed crops to make any serious effort to remove weeds from the growing crop. He knows that if the seed is foul, and the conscientious seedsmen reduces his bid to allow for cleaning loss and expense, he can still sell the seed to his neighbor weeds and all and with blessing and sanction of law.

L. A. MOORE, of the Illinois State Dept. of Agriculture, spoke on seed laws and seed law enforcement.

MARK THORNBURG, of the Iowa State Dept. of Agriculture, said that seed legislation should protect both the buyer and the honest dealer.

J. F. COX of the U. S. Dept. of Agriculture explained the A.A.A. program for legume seeds.

A. E. RUHMANN, chairman of the Southern Seedsmen's special com'te, said Prof. Cox' suggestion for a conference of southern seedsmen with the department at Washington was highly desirable.

JOHN O. KNOX, pres. of the Pacific States Seedsmen's Ass'n, told of the preparations being made to entertain the American Seed Trade Ass'n at the San Francisco convention.

The present officers were re-elected: Pres., Earl M. Page, St. Louis; Elmer H. Sexauer, vice-pres.; B. F. Sheehan, sec'y; and Henry Windheim, treas.

The visitors adjourned to enjoy a luncheon as guests of the Ass'n.

At the banquet in the evening Toastmaster Earl Page presented Treas. Henry G. Windheim with a gold watch and chain.

## Distribution of Legume Seed by A.A.A.

A. E. Ruhmann, chairman of the special legislative com'te of the Southern Seedsmen's Ass'n, after a conference with Joseph F. Cox, of the division of program planning of the A.A.A., states the purposes of the A.A.A. to be to receive and welcome suggestions from distributors, looking to the development of a satisfactory project for the furnishing of peas and vetches during 1939.

To only buy and distribute winter legumes in a very limited way, this distribution to be made only in the areas tentatively described as follows:

Four counties in North Carolina. (Same as last year).

Fourteen counties in Georgia. (Same as last year).

Four counties in Tennessee.

Four counties in South Carolina.

To co-operate with distributors with the view of trying to make distribution in such limited areas where winter legumes are not being used, through present dealer distributive channels.

To allow distributors a reasonable, fair charge for their services in making such distributions.

To make all purchases on open bids only.

That it is NOT the intention of the A.A.A. to enter into the seed business in any form.

That it is NOT the intention of the A.A.A. to make any distribution whatever in sections where there is an established service, but only where because of lack of credit or other reasons, only a small percentage of normal requirements are being met.

Argentina promises an export surplus of 161,000,000 bus. of corn, against 115,000,000 bus. shipped last year.

Spain's government is negotiating for the purchase from the Argentine government of 3,750,000 to 9,750,000 bus. of wheat.

The saving in power, oil, time and labor effected through the installation of anti-friction bearings throughout the elevator also reduces the friction, the fire hazard and the cost of fire insurance.

## Grain Carriers

Oklahoma has repealed its port of entry law effective July 1. The law was enacted in 1935, in retaliation for the Kansas law.

Rates from Ft. William to Montreal have been reduced from 6 to 5c per bushel on wheat, and  $\frac{1}{4}$ c on barley to  $\frac{1}{2}$ c and  $\frac{3}{4}$ c on oats. To other destinations rates are unchanged.

The St. Lawrence River waterway and power development is condemned by the Atlantic Shippers Advisory Board as creating burdensome taxes without compensatory benefits.

Rates on blackstrap molasses from New Orleans to Peoria have been reduced by the Illinois Central from  $17\frac{1}{2}$  to 14c per 100 lbs., in an effort to take the business from the barge line.

Grain and grain products were loaded into 34,019 cars during the week ended May 6, against 32,549 cars during the like week of 1938, as reported by the Ass'n of American Railroads.

Omaha, Neb.—Earl Smith, traffic manager of General Mills, called a meeting here of millers interested in obtaining transit privileges, with a view to reopening the transit case before the Interstate Commerce Commission.

Effective June 20 the eastern roads reduce by 4 cents the rates on corn, oats, rye, barley and wheat from Chicago, Peoria and St. Louis to the eastern seaboard, for export. The reduced rates will be 12 cents a hundred pounds to Baltimore, 13 cents to Philadelphia and  $13\frac{1}{2}$  cents to New York.

All railroads have been circularized with a view to concentrating approximately 40,000 cars on wheat-loading lines prior to the beginning of harvesting early in June. Railroads throughout the country were requested to issue orders, effective at once, for the immediate return of all western-owned box cars.

Washington, D. C.—Transit privileges would be granted Omaha, Kansas City and Minneapolis under an amendment to the interstate commerce act introduced May 16 by Senator Burke of Nebraska at the suggestion of the Omaha Grain Exchange, to overcome the denial of transit by the Interstate Commerce Commission to rate-break points.

The Omaha Grain Exchange will oppose the Wheeler and Lea bills placing inland waterways under the control of the Interstate Commerce Commission. Pres. J. L. Welsh of the exchange says: "We feel that if this is done river rates will be raised and any benefits we may expect from the opening of the Missouri river for navigation will be nullified."

Duluth, Minn.—Shipping has taken on activity since the opening of lake navigation and arrival of steamers from lower lake ports in larger number. With reporting of freighters for cargoes local elevators have been working steadily at top speed to handle the business contracted to move. Boats have become easier to charter and with the coal situation clarified the tendency of rates shows easiness. Opening rates were  $2\frac{3}{4}$  to 3c, then reduced  $\frac{1}{4}$ c and now show a nick of a further  $\frac{1}{4}$ c to a range of  $2\frac{1}{4}$  to  $2\frac{1}{2}$ c. A few grain cargoes are being sent out of Duluth-Superior to unload at Canadian eastern ports. Of interest to the grain and shipping trade was the recent arrival here of two Norwegian freighters which, after discharging cargoes, were shifted under elevator spouts for taking on loads of corn aggregating 255,000 bus. for delivery at Montreal.—F. G. C.

The trainload rate on grain proposed by the Illinois Central from Peoria, Pekin, Havana and St. Louis to New Orleans has been rejected by the Illinois Freight Ass'n and the Southern Freight Ass'n. The minimums were 224, 300 and 140 tons, the latter from St. Louis, and the rates 1c per 100 lbs. above the barge rates. From Peoria the rate would have been  $11\frac{1}{2}$ c, against the present rate of 17 cents.

The Nebraska Railway Commission has complained to the Interstate Commerce Commission that "The abnormally high level of grain rates from northeast Colorado and western Nebraska to Omaha has unjustly reduced the net prices western Nebraska and Colorado farmers have received for their grain below the prices which farmers in Kansas, North and South Dakota located equal distances from their markets received because of the lower freight rates such competing farmers in North and South Dakota and Kansas pay for transportation of the grain which they produce and ship."

## From Abroad

Only 13 sailing ships are now engaged in the annual race of wheat wind-jammers from Australia to England.

Argentina is paying sellers of wheat a bonus for delay in taking the grain off their hands, consisting of a certain allowance per ton per day and storage; and  $\frac{1}{4}$  of one per cent of the price at destination for shrinkage for each 30 days or fraction thereof.

India is, as usual, the first country to issue an official estimate of its total wheat production for the current year. The 1939 crop has been placed at 344,400,000 bus., according to a cable from Calcutta, which is slightly less than average and compares with the revised first estimate for 1938 of 380,315,000 bus. The final 1938 estimate, however, was placed at 402,453,000 bus., indicating a record crop for India.

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**Feedstuffs**

**Washington, D. C.**—The Lea bill to postpone the effective date of the new Food, Drug and Cosmetic Act to Jan. 1 has passed the Senate, after having previously passed the House. It is now in conference.

**Kansas City, Mo.**—The Kansas City Feed Club gave its last dinner of the season May 11, with 50 present, who heard Louis Hawkins speak on the trend in the southwest from grain production to live stock.

**Alfalfa meal production** in April held at the low March level of about 14,000 tons but was about 2,000 tons above the very low output of April, 1938. For the 11 months, June thru April, production totaled 257,000 tons against 289,000 tons for the corresponding months last season.—U. S. D. A.

**Port San Luis, Cal.**—The feed dealers of northern Santa Barbara and San Luis Obispo Counties had a real get-together of all feedmen, employees and their families, Sunday May 14. Free food was furnished; all the affair on a picnic basis, with the only requirement to bring silverware and dishes.

**The April production of 13,250 tons of distillers** dried grains was slightly smaller than the March output but about 750 tons above the April, 1938, production. The season's total of 124,250 tons July thru April, however, was about 9,000 tons under the production for the corresponding months last season.—U. S. D. A.

**Sacramento, Cal.**—The feed license bill, A. B. 2527, by Scudder, as amended, has been approved by the assembly committee on agriculture. Only processed feeds are covered in the feed license bill, while whole hay and grains are covered in the truck peddler bill; together they support each other and protect the whole industry.

**Purchases of feeder cattle** last month at the sixty-seven public stockyards in operation in this country were the largest for March in fourteen years. Buying of calves set up a new record for the month. Between Jan. 1 to March 31, this year, farmers bought 564,671 cattle and 163,439 calves, against 448,910 cattle and 107,312 calves a year ago.

**Linseed meal production** from January thru March approximated 131,900 tons compared with 134,700 tons during the preceding 3 months, and 120,300 tons for the January-March quarter 1938. Imports of linseed meal during the quarter were negligible; they totaled only 1,900 tons compared with 1,100 tons for the corresponding months last year.—Bureau of Agricultural Economics.

**St. Louis Continues Trading in Bran Futures**

The discontinuance of trading in St. Louis delivery of bran for future delivery by the St. Louis Merchants Exchange makes no important change in that market, which has been trading right along in the Chicago delivery and will continue to do so. The Merchants Exchange has made the following explanation:

"Since April, 1932, there have been two bran futures contracts in the St. Louis market, one providing for delivery at St. Louis, the other for delivery through the Chicago gateway. The latter, because it was accessible to the East and Northwest, as well as the Southwest, has been the broader and more active of the two, and, in order to concentrate the open interests, it was thought best to confine trading in bran entirely to the Chicago contracts.

"Trading in gray shorts for delivery at St. Louis, and bran and standard middlings for delivery through the Chicago gateway, will continue as in the past."

**Los Angeles, Cal.**—Hay shipments from Arizona to California have been embargoed on account of weevil.

**Toronto, Ont.**—Canadian exports of bran, shorts and middlings in March amounted to 261,028 cwts., of which 247,632 went to the United States and 10,630 to United Kingdom. In March last year exports were 14,523 cwts. Total exports in the seven months of crop year ending with March were 1,637,518 cwts., compared with 612,564 in the corresponding period of previous year. The United States has been the largest buyer during this crop year.

**Feed Mill Owners Beware**

Reports reach us that traveling fakers representing themselves as factory trained and factory authorized mechanics are soliciting the owners of feed mills to rebuild attrition mills with the result that much unnecessary work has been done and in many cases none too well. Leading attrition mill manufacturers inform us that they do not maintain any such service since most mill owners can, by following operating and maintenance directions, make all necessary repairs.

Direct sales representatives are maintained by manufacturers and they can at once inform you of the reliability of anyone soliciting such work. If your mill needs attention, it is always best and generally the most economical to write the manufacturer or the authorized direct sales representative. Always insist on seeing the credentials of these so-called service men and prevent strangers tampering with your equipment.

**Program Eastern Federation of Feed Merchants**

All feed men and their wives or sweethearts are invited by Sec'y Louis E. Thompson to attend the meeting June 5 and 6 of the Eastern Federation of Feed Merchants at the Arlington Hotel, Binghamton, N. Y. Topics to be discussed are:

"Legislation on the Merchant Trucker," by Hon. Herbert A. Rapp, chairman of the committee on motor vehicles of the New York Assembly, "The Mess We Have Made of the Railroads," by L. W. Horning, of the Ass'n of American Railroads.

"Is There an Answer to Our Dairymen's Problems?" by E. R. Eastman, editor American Agriculturist.

"Extra Uses of Milk," by D. C. Carpenter, New York State Experiment Station.

"Feed Regulation as Applied to New York State Enforcement," by Clifford R. Plumb, New York Dept. of Agriculture.

"Vitamin and Mineral Requirements of Poultry," by Ray Ewing.

**Utah Feed Dealers Re-register**

Under the feed law enacted by the 1939 legislature of Utah and effective May 9, all dealers in commercial feeds will have to register again even tho they may have paid a year's fee under the old law.

The old law required the registration of every feeding stuff offered for sale and a registration fee of \$3 per feed. This was not required annually, but was permanent unless periodically canceled for reason by the department of agriculture. The new law requires an annual registration fee of \$4 per feed.

David F. Smith, commissioner of agriculture, asked if those who had paid a \$3 fee this year could receive a credit against the higher fee re-



quired by the new law, and Assistant Attorney-General Grover A. Giles replied that in the absence of a specific provision in the law such allowance could not be made. He said that all feed dealers, regardless of when they paid a fee under the old law, will have to be treated alike under the new law.

Some confusion had arisen because of the fact that the new law did not specifically repeal conflicting provisions of the old law. Mr. Giles said the department of agriculture is to regard "the old law as repealed by implication and proceed accordingly."

## Feed Manufacturers to Meet at Saranac Inn

The annual meeting of the American Feed Manufacturers Ass'n will be held June 12 and 13 at Saranac Inn, New York.

A. F. SEAY will present the report of the board of directors.

R. M. FIELD will deliver the president's address, followed by W. R. Anderson's report as treasurer.

"The Three of Us" will be the topic of L. M. Jeffers, Sacramento, Cal., pres. of the Ass'n of Feed Control Officials.

"Quality in Feeds" will be expounded by Dr. R. M. Bethke, department of animal husbandry, Ohio Agricultural Experiment Station.

Adjourning at 12:30, the afternoon will be devoted to the qualifying round of the golf tournament.

Tuesday morning com'te reports will be presented, followed by "Advertising Under the Federal Trade Commission Act," by P. B. Morehouse, Washington, D. C., director of the radio and periodical division of the F. T. C.

"Fat and Fiber Content of Feeds," by Dr. C. F. Huffman, East Lansing, Mich., research professor of dairy husbandry, Michigan State College.

Saranac Inn is easily accessible by automobile and many of those within a radius of a few hundred miles will prefer to drive.

The Golf Tournament will be held as usual, with the first round Monday afternoon and the second round Tuesday afternoon.

Pres. Field says: "We have a splendid line of prizes and all who play at all are urged to bring their golf clubs, as the distribution of prizes will be on a basis that will give the poorer players just as good a chance as the sharp-shooters to win a prize."

There will be the usual Ladies' Bridge Party on Tuesday afternoon, with a nice selection of prizes for those who are good enough or lucky enough, as the case may be. There is plenty of other recreation available for the ladies and for men who do not play golf, such as boat trips on the lake, swimming, fishing, etc.

Sleepers will leave Saranac about 10:30 p. m. after the convention is over, arriving New York City 7:30 the next morning, so that those desiring to spend two or three days at the Fair can take advantage of this opportunity and still be home by the end of the week.

## Oat Hulls Prevent Cannibalism

The Washington Experiment Station compared eight types of rations, duplicate lots of White Leghorn pullets receiving each ration from 2 to 32 weeks of age. Birds fed a yellow corn basal ration developed cannibalistic habits which persisted throughout the experimental period. Supplements of oat ash, oat hull ash, or manganese sulfate to the corn ration were of no value in preventing feather picking. When 15 per cent of spruce dust was added to the corn ration, the birds developed feather picking at about 14 weeks of age, but the condition had largely disappeared at 32 weeks of age.

When the corn ration was supplemented with either oat hulls or oat mill feed or when oats replaced corn in the basal diet, practically no cannibalism appeared. These data indicate that oat hulls contained the factor preventing cannibalism, although the exact nature of this factor was not determined in this study.

# Poultry Feeds and Feeding

Turkey production was so profitable in 1938 that breeding flocks have been increased for expansion of production by farm and commercial flock owners.

Washington, D. C.—Barring unexpected changes in present seasonal weather and crop conditions such as occurred in 1936, the present trend appears to be toward a moderate increase of 5 per cent or more in the number of young chickens to be raised this year, to be followed by a corresponding increase of several per cent in the number of layers for the coming season. The returns for June and July must be awaited for more precise indications.—Buro of Agricultural Economics.

Des Moines, Ia.—Tim Lake Laboratories, Inc., has entered into a stipulation with the Federal Trade Commission in which it agrees to cease and desist from representing that "Jermite" guarantees reduced chick loss, rapid chick growth, riddance of disease germs, prevention of coccidiosis, elimination of worm hazard, or control of simple diarrhea; that "Jermite" acts as an antiseptic, appetizer, intestinal cleanser or bone builder; that it increases vitality, egg production, or hatchability of eggs, and that one gallon of "Jermite" will antisepticize and germicize 250 gallons of drinking water, or 32 sacks of feed when fed according to directions.

Cleveland, O.—The final meeting of the World's Poultry Congress Industry Com'te, held in co-operation with exhibitors, state leaders, editors and other groups at Cleveland last week, gave everybody renewed enthusiasm for the World's Poultry Congress. Finances were reported to be in good shape "so far." With all bills paid the balance in the bank is still more than \$50,000, altho some major expenses are looming ahead which will materially reduce that amount. As Lloyd Tenny put it, if the industry keeps going as it has so far, it will come out all right financially. Membership was shown to be coming along steadily, altho not as rapidly as many had hoped.

## Manganese Prevents Slipped Tendon only under Certain Conditions

Use of manganese sulphate in the rations of battery-raised chicks as a means of preventing slipped tendon or perosis is now widely recommended, and the practice has proved its value at the Wisconsin Exp. Station.

The fact remains that the amount of phosphorus (supplied by bonemeal) in the ration is an important factor affecting slipped tendon.

Another factor to consider is that Barred Rocks seem to be more susceptible to slipped tendon than are Leghorns. At least, that has been true consistently with the strains of Rocks and Leghorns used at this station.

From trials by J. G. Halpin, C. E. Holmes and W. W. Cravens (Poultry Husbandry) these indications stand out:

The commonly recommended rate of  $\frac{1}{4}$  lb. manganese sulphate per ton of mash is not enough to prevent slipped tendon in Barred Rocks when the ration contains 4 per cent steamed bonemeal in addition to the bonemeal in 8 per cent meat scrap.

Using 1 lb. of manganese sulphate per ton of

mash gave better control of slipped tendon without any noticeable injury to the chicks, but there was still some trouble with slipped tendon when large amounts of bonemeal were fed.

If slipped tendon is to be held to a minimum, even when manganese is fed, the ration should not contain more than 0.75 per cent of phosphorus. This amount is furnished by 8 per cent meat scrap, with no added steamed bonemeal.

Male Barred Rock chicks are much more affected by slipped tendon than are the females.

These findings are of particular importance to commercial poultrymen who grow broilers of the heavy breeds in battery brooders during the fall and winter. Under such conditions it

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## The National Agricultural Situation

By DELOS L. JAMES, Chamber of Commerce of the United States, before Illinois Grain Dealers Ass'n at Springfield

As I view the situation I doubt if there are very many clear-thinking farmers who really wish to see restrictions placed upon the grain trade or any other business activity that in the long run impose indirect handicaps upon him.

Such misunderstandings as have developed between farmers and those who handle his products could largely have been avoided, I believe, if representatives of the parties at interest had counseled around the table as to the points at issue. Instead, the tendency has been to remain apart and magnify the issue by false statements and opposition to the plans or proposals which either group felt would best suit its purpose. Not until some measure has appeared which if put into use would practically annihilate one factor or group has there developed a willingness to see the other side and await the outcome of the experiment.

Having observed developments in the agricultural and related fields for a considerable period of years, it appears to me that much real help could have been given to agriculture if such groups as your own had come forward with a representative committee, willing and prepared to confer with the farm representatives on the various aspects of their problem and with particular regard to the remedies proposed. Or further, after a law had been approved such as the AAA, it would then have been very helpful to all concerned if such a committee had been available to confer with the farm representatives in effectuation of the law.

**Increased Consumer Income Will Aid Farmers.**—Another factor which promises to be more immediately effective in increasing farm income and farm buying power is the increase in consumer income which flows from greater industrial activity.

The effect of an increase in this consumer income on farm income is clearly shown in the development of the last five years. For example, between 1932 and 1936 consumer buying power, as indicated by the factory payroll index, rose from 46 to 82. The farmers' cash income from meat animals increased during this same period from 41 to 88. This increase in farm income took place in spite of the fact that there was little change in the total supply of meat produced under federal inspection.

Expressed in dollars, this increase in income from meat animals was from \$968,000,000 in 1932 to \$2,100,000,000 in 1936. In the case of poultry products farm income between 1932 and 1936 increased from \$426,000,000 to \$617,000,000 without any significant change taking place in the supply.

The income from dairy products increased from \$1,000,000,000 to \$1,400,000,000, and the income from fruits and vegetables from \$650,000,000 to over \$1,000,000,000. None of these increases can be adequately explained otherwise than as resulting to a large extent from the increase in consumer buying power.

**Taxation.**—With regard to the expansion of industrial activity and the increasing of consumer income, these are matters which are being adversely affected by the constantly increasing amount of taxes which every citizen directly or indirectly is compelled to pay in order to support the many and varied forms of federal, state and local activities that are carried on and paid for out of taxes collected in one form or another. It doesn't make any difference whether spending is public or private, the money comes out of the same national pocketbook.

As more money is taken from the people in the form of taxes to spend on public enterprises, the less there is available for them to

spend on the things furnished by private enterprise. Business of all kinds finds a proportionately smaller demand for its products and less money is available for expanding private enterprise.

In recent years there has been a marked increase in the proportion of the national income collected for government uses. Governments—all governments—collected in taxes in 1937, 17.6 cents for each dollar of national income.

During the past year the Chamber of Commerce of the United States has been earnestly working to create a better understanding of business—its policies and practices. With the cooperation of local chambers of commerce, trade associations and thru magazine advertisements and press articles and numerous meetings of business men, there arose a re-awakening to the fact that business men themselves are responsible for the kind of impression that prevails about the business they are in and more people are now thinking of business, not in terms of what it does to them, but of what it does for them.

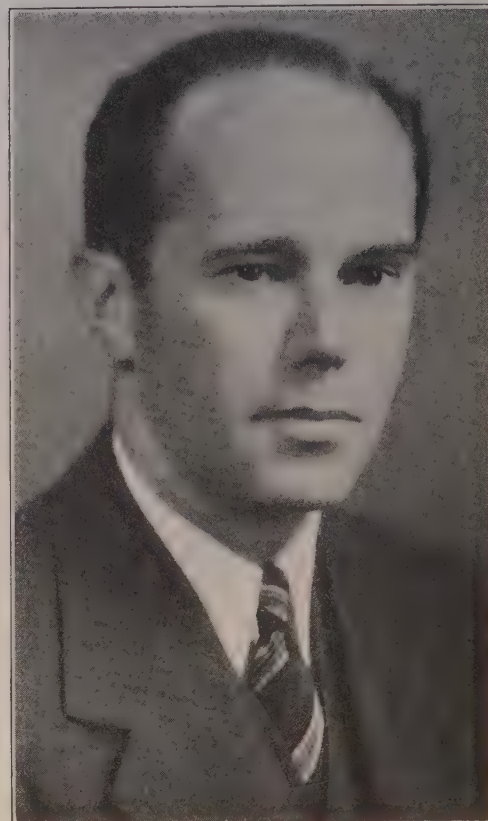
These facts showing the close relation of farm income to consumer buying power as influenced by industrial activity, together with the experience of industry with respect to the benefits it derives from an improved agricultural income resulting from better adjustments of supply and demand, clearly indicate the degree to which the interests of industry and agriculture are bound together.

The National Chamber consistently has maintained, and the same view prevails among our membership, that there is no line of demarcation between agriculture and other business. Farming is generally conceded to be a business of the most highly complex character. In times past, there have been those who advocated the doctrine that business so-called and agriculture never could work together for mutual good, but the National Chamber and its member organizations have long since proven the falsity of these teachings and have demonstrated beyond a doubt that both groups can and must work in harmony for mutual benefit.

Industry in all parts of the country is anxious and willing to team with agriculture. Already, the great economic questions in the agricultural situation are meriting and receiving the best effort of these men along with that of leading farmers in an endeavor to improve the agricultural situation.

## John Wilson New Manager

John G. Wilson, for many years identified with the feed business in the Pacific Northwest, has been named manager of the Pacific Northwest Feed Ass'n.



Jno. G. Wilson, Seattle, Wash., Mgr., Pacific Northwest Feed Ass'n

At Puyallup, Wash., he was connected with the Valley Feed Co., and until accepting his new office, with the firm of Brown-Jeklin & Co., of Portland and Seattle, distributors of nationally known feeds and concentrates.

Thru his activity in entertaining at conventions of the Ass'n during past years he is well known to its many members and has the well wishes of a host of friends in the trade.



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takes a fairly liberal amount of phosphorus to prevent rickets and on the other hand too much phosphorus brings on trouble with slipped tendon.

Fortunately, the average farmer does not ordinarily have to worry about slipped tendon. Where chicks are not confined in batteries, but rather are free to run about in direct sunlight within a few weeks after hatching, rickets can be prevented without feeding so much phosphorus as to invite trouble with slipped tendon.

### Vitamin D Needs of Dairy Calves

A series of experiments was carried out by the Pennsylvania Agri. Experiment Sta. with 15 Holstein calves less than two weeks old. They were kept almost in the dark and received a diet of skim milk, dried sugar beet pulp and a concentrate mixture, with added carotene as a source of vitamin A. No antirachitic supplements were added for the first 42 days. X-ray photographs, estimations of bone ash and of serum calcium and phosphorus, and line tests were made.

For each 100 lbs. of live weight, pairs of calves received irradiated dried yeast in doses of 100, 300 or 500 U.S.P. units (I.U.) of vitamin D, or cod liver oil concentrate in doses of 100 or 300 units. A group of five negative controls developed well marked rickets.

By all criteria the animals receiving 100 I.U. were not fully protected from rickets but those receiving 300 or 500 were, regardless of the source of vitamin D. The basal diet itself contained small amounts of vitamin D. The intake of calcium was considered adequate, that of phosphorus rather low.

### Storage Loss of Vitamin A from Alfalfa Leaf Meals

By B. W. HEYWANG and R. B. MORGAN of U. S. Bureau of Animal Industry.

Altho alfalfa leaf meals are commonly used as one of the sources of vitamin A in diets for poultry, little attention is ordinarily paid to the age of the meals used. However, the subject has received some scientific consideration. Fraps and Treichler stated that the loss of vitamin A in alfalfa leaf meal stored at room temperature in mason jars for 11 months may be 50 per cent of the vitamin A originally present. Smith reported that leaves of baled alfalfa stored about 14 months in a hay barn contained 50 per cent less vitamin A than the leaves of freshly baled alfalfa.

It seemed desirable to obtain data on the loss of vitamin A from alfalfa leaf meals during storage in paper-lined burlap bags, inasmuch as alfalfa leaf meals are now commonly packed and stored in such bags. Accordingly, a series of feeding trials with chicks was conducted at the Southwest Poultry Experiment Station of the Bureau at Glendale, Ariz., for the purpose of studying the effect of the length of the storage period on the relative vitamin A content of alfalfa leaf meal thus packed and stored.

**Experimental Procedure.**—The first trial was begun on November 16, 1934, when the meals were about 1 month old. The remaining trials were begun when the meals were of about the following ages: Second trial, 4 months; third trial, 7 months; fourth trial, 14 months; fifth, and last, trial, 24 months.

The sun-cured and the dehydrated alfalfa leaf meals were prepared by a manufacturer in Van Nuys, Calif. Both meals were from the fifth cutting of alfalfa in October, 1934, altho the hays from which the meals were prepared had been grown in different fields and were not cut on the same day. The dehydrated meal was cured in an Arnold dryer operating at a temperature of approximately 1,100 deg. F. The hay from which the sun cured meal was made was cured 4 days during which there was no rain or fog. Both meals were stored at room temperature. The experiments were of 70 days' duration and

were initiated when the meals were about 1, 4, 7, 14 and 24 months old, respectively. Viability, growth, and efficiency of feed utilization were used as relative measures of the loss in vitamin A potencies of the meals.

Evidence was obtained that there was only a slight decrease in the vitamin A content of the meals after they had been stored 7 to 9½ months. However, the decrease in vitamin A content became more marked when the meals were 16½ months old and was very pronounced when they were 24 to 26½ months old.

The vitamin A content of alfalfa leaf meal dehydrated at 1,100 deg. F. decreased at such a rate that, when it had been stored for 14 months, it contained no more vitamin A than did the specially sun-cured alfalfa leaf meal after it had been stored for 24 months.—Tech. Bull. 632.

### New Feed Trade-Marks

Application has been made recently for the registration of the following trade-marks for feeds:

"Daro," for dog food, No. 412,136, by Healthwin Packing Co., Napoleon, O.

"Gro-Pup," for dog food, No. 402,047, the Kellogg Co., Battle Creek, Mich.

"Danny," for dog food, No. 415,050, by Mid City Wholesale Grocers, Cicero, Ill.

"Animeal," for dog food, No. 414,271, by Pet Kitchens, Inc., Cold Spring and New York, N. Y.

"Kibbles," for dog food, No. 403,032, by Battle Creek Dog Food Co., Battle Creek, Mich.

"Super Vitamin," for poultry feeds, No. 413,604, by Sunshine State Hatcheries, Inc., Sioux Falls, S. D.

"Kaf-Tone," for calf food, No. 410,509, by Geo. A. Jeffreys, Jeffreys Laboratories, Calcium, N. Y.

"Gates Vita Maid," for feed concentrate for stock, No. 408,602, by J. I. Gates Milling Co., Columbus, O.

"Pureline," for poultry feeds, No. 413,223, by Grand Forks Seed Co., Grand Forks, N. D.

"White Label," for canned food for dogs and cats, No. 415,550, by Le Roy Goff, Ardmore, Pa.

"Thrifty," in two concentric circles, for feeds, No. 414,047, by Thrift Milling Co., Albany, Ga.

"Pro-Gro," for poultry feed, No. 413,886, by G. Farrell Webb, Pro-Gro Co., Kansas City, Mo.

"Vit-D," for feed for poultry and live stock, No. 413,283, by Silmo Chemical Corporation, Vineland, N. J.

"Surechamp," for food for domestic and carnivorous animals, No. 413,940, by General Mills, Minneapolis, Minn.

"Corn King," for mineral feeds for live stock and Poultry, No. 412,781, by the Shores Co., Cedar Rapids, Ia.

"Nature's Teeth," for poultry grit, No. 409,525, by Edward J. Hughes, Edward J. Hughes Sales Co., Mineola, N. Y.

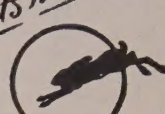
"Redbow," and the representation of a bow tie, for dog and cat food, No. 411,690, by The Graham Co., New York, N. Y.

"Lucky Lady," for dairy and poultry feeds, No. 400,748, by John M. Wilson, Meridian Grain & Elevator Co., Meridian, Miss.

"Graino," in a border of dogs' heads, for dog food, No. 413,343, by A. E. Stewart and M. H. Stewart, Graino Feed Mills, Greensboro, N. C.

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# Texas Feed Men Diversify Program

A highly diversified program covering feed formulation, feed ingredients, poultry diseases, poultry and livestock production development programs, feed control, and legislation attracted nearly 50 Texas feed manufacturers to the annual spring meeting of the Texas Feed Manufacturers Ass'n, in the Longhorn room of the Texas Hotel, Fort Worth, May 11.

## Thursday Morning Session

PRESIDENT P. F. WALSH, Fort Worth, gave the opening of the first session, and welcomed the delegates.

### Considerations in Building a Feed

C. W. SIEVERT, of the American Dry Milk Institute, Chicago, reviewed "Considerations in Formulating Feeds," naming five major considerations. These are: the business opportunity involved, the quality of the feed under consideration, the manufacturing ability and flexibility of the plant, the sales appeal of the feed, and the competition that must be faced.

Mr. Sievert said there is a distinct difference between nutritional requirements of an animal or bird, and a good feed. The latter considers also the quality of the ingredients and their palatability. "Proteins are a very important part of the feed. So is the energy value of the carbohydrates." A good feed, he said, is balanced to fit the nutritional requirements of the livestock to which it will be fed, but nutritional "hobby-riding" should be avoided.

Something like 14 vitamins and similar factors are known today. Physical condition, uniformity, palatability and odor are other factors in building repeat sales for a feed.

Feeds are mixtures of ingredients. They can be no better than the ingredients in the mix. Primarily, feed manufacturers are mixers and should buy individual ingredients. The ingredients, of course, should be of unquestioned nutritive value and of high, uniform quality.

### Poultry Diseases

C. P. MEHAFFEY, Fort Worth, related poultry diseases to the feed manufacturing business when he said: "Sick and dead chickens do not eat feed."

Farm poultry flocks, he said, produce over a billion dollars annually in farm income, an amount exceeded only by the dairy industry. Turkeys, geese, and other classes of poultry account for \$50,000,000 more. Yet it loses an average of \$30 to \$50 annually per farm flock from preventable diseases. These losses can be eliminated by sound management, good ventilation, careful sanitation, and good feeding practices.

In spite of educational efforts, the loss from preventable diseases is increasing. In this educational work feed men have a huge stake. Preventing the annual 24% loss from these diseases would increase the poultry feed business from 15% to 20%.

### Ass'n Work

RALPH M. FIELD, president of the American Feed Manufacturers Ass'n, Chicago, reviewed ass'n activities.

"We have found members very favorable to our bulletins on feed research," said Mr. Field. "This justifies our close combing of available sources of information, both here and abroad."

The American Feed Manufacturers Ass'n will have an exhibit at the World Poultry Congress to advertise the idea of using mixed feeds for poultry. Fifty feet wide, this exhibit will cost between \$3,500 and \$4,000.

Amendments to the wage-hour act of the federal government are under consideration by Congress. These include exemption for

all clerical workers earning \$200 a month or more; increased power to the administrator which will make his interpretation stick in the courts, and changing the definition of "area of production." These amendments will clarify the act and aid in its administration. Most feed manufacturers who obey the law would like to see others obey it, and be relieved of the cut-throat competition that has grown out of it.

A trouble this year for the ass'ns, said the speaker, has been model state wage-hour laws, introduced by disgruntled labor leaders in state legislatures in an effort to get a foothold for forcing more drastic federal legislation. Fortunately, not one of these has been passed, tho introduced in more than 10 states.

Unless delayed six months, as has been proposed, the new federal food and drug act passed by Congress a year ago, will become a law on June 25, 1939. Contrary to rumor, this act does not change state labeling requirements for feed manufacturers, so long as the fundamental features of the act are obeyed.

The 13 southern states have organized the Southern Feed Control Officials Ass'n to work out special standards for special-purpose feeds. A set of standards has been adopted which is proving helpful to feed manufacturers doing business in southern states.

Uniform state registration blanks have been encouraged by com'ites of the Ass'n of Feed Control Officials of America, and the American Feed Manufacturers Ass'n, and it is hoped these blanks will soon be in use in all states.

Here and there feed manufacturers have suffered some trouble with claims based on "food poisoning" of live stock. Dr. Kraybill of Purdue University has blasted this racket with his investigation of cases that demonstrated that all animals suffering death from this claimed cause had actually died from other causes than the feed.

"The federal seed and noxious weed control act would have wiped out traffic in grain screenings, as it was originally drawn, but we were successful in having the bill redrafted to leave feed manufacturers unaffected, and restrict the act to shipments of seed containing noxious weed seeds."

DR. F. D. FULLER, chief, Texas Feed Control division, Texas A. & M. College, supported Mr. Field's comments that claims of death from feeds are unfounded.

### Future Farmers

ED WILLIAMS, Stephenville, Tex., a vocational agricultural student, described the organization of the "Future Farmers of America," which encompasses 46,000 students of agriculture. Project programs are a vital part of the activities, promoting scientific farming practices.

## Election

ELECTION kept Directors P. F. Walsh, Fort Worth; G. E. Cranz, Fort Worth; Wiley Akins, Dallas; Al Liebscher, New Braunfels; E. C. Downman, Houston; Wiley Culpepper, Beaumont; Joe S. Morris, Amarillo; Ben E. Schmitt, Seguin, and placed Director W. R. Archer, Houston. These directors later made Liebscher, president; Archer, vice-president, and Akins, sec'y-treasurer.

## Luncheon

The annual luncheon held in the same room as the meeting was reserved as a visiting period.

## Thursday Afternoon Session

JOHN COLLIER, JR., president of the Texas Poultry Federation, was the first speaker at the second session. He showed how the federation has been publicizing poultry, and has received the cooperation and support of poultry and farm publications. The purpose of the organization is to promote marketing of poultry products, and to seek a bill in the Texas legislature which would forbid the sale of Chinese eggs.

### Foster Poultry

A. H. DEMKE, president, Texas Baby Chick Ass'n said: "The feed manufacturers are the best poultry extension workers I know. In selling feeds they also sell better feeding and poultry production practices."

Mr. Demke described a projected Texas poultry exhibit which will be set up at the World's Poultry Congress, and will be used later at state and county fairs in Texas to sell the idea of better poultry, graded eggs and poultry products, and better care of birds.

GAYLORD STONE, Fort Worth, supported the plea of Collier and Demke for funds to foster the poultry industry, and fathered a resolution adopted by the ass'n to support the Texas Poultry Federation in its educational endeavors.

### Oppose Change in Feed Law Administration

WILEY CULPEPPER, Beaumont, offered a resolution which was unanimously adopted placing the Texas Feed Manufacturers Ass'n on record as vigorously opposed to any change in the administrative set-up of the Texas feed law. The law has been administered by the director of the Texas Agricultural Experiment Station since it was enacted 34 years ago.

### Dairy Development

M. E. McMURRAY, manager, Texas Dairy Products Ass'n, Inc., urged development of the dairy industry in the state. He outlined a program for lifting Texas out of its position as 42nd in production per cow, while standing third among the states in the number of cows being milked. Publicity is the principal weapon urged by Mr. McMurray to make Texas dairy cow-conscious.



1939-40 officers and directors of the Texas Feed Manufacturers Ass'n. L. to R. they are: Directors Wiley Culpepper, Beaumont; G. E. Cranz, Fort Worth; Wiley Akins, Dallas; P. F. Walsh, Fort Worth; W. R. Archer, Houston. Akins was made sec'y-treasurer; Archer, vice-president. Walsh is the retiring president.



## GRAIN & FEED JOURNALS Consolidated

### Soybean Production Grows

K. G. MALTAS, Decatur, Ill., quoted statistics to show that United States, with production of 60,000,000 bushels of soybeans annually, is second among countries growing the crop. While Illinois produces 55% of the commercial crop of soybeans, the south also grows this crop, and will increase its production as commercial varieties are developed.

About 95% of the commercial beans are processed into meal and oil, the meal going into feeds. Only 5% is used for making incidental items like plastics, glue and milk.

Mr. Maltas described the principal methods for processing soybeans, the expeller, the hydraulic, and the solvent. Each method has its advantages and each will give good or bad products according to the thoroughness with which it is followed.

A good balance in the amino acids of its protein, 10 of these being essential to livestock, Mr. Maltas considered a good reason for incorporating soybean oil meal in live stock and poultry feeds.

### Selling the Mixed Feed Industry

ALBERT EVANS, Fort Worth, laid stress on selling methods as a means of reducing sales cost and getting better prices for feeds. "The mixed feed industry," he said, "has been riding a wave of popularity. Behind it are the colleges, and the publications reaching feed buyers. It has received support from every quarter except itself. While splendid individual advertising efforts have been made here and there, no concerted industry effort has been made to build its market."

Mr. Evans urged an industry advertising campaign, supported by the ass'n, and coupled with publicity which would be offered farm, poultry and feed publications. "Call it ballyhoo," said Mr. Evans, "but it sells feeds."

L. E. CHURCH, Houston, was supported in a motion that the incoming president be instructed to appoint a publicity committee to

consider ways and means of effecting an advertising and publicity campaign for the ass'n. Adjourned *sine die*.

### Texas Feed Manufacturers at Convention

Out-of-town feed manufacturers in attendance included (arranged alphabetically by towns): Reece Meader, Austin; W. A. Culpepper, Beaumont; Wiley Atkins, Dallas; Mr. Caraway, DeLeon; T. E. Melcher, El Campo; W. D. Deacon, Grapevine; Hal C. Horton, Jr., and Hal C. Horton, Sr., Greenville; J. H. Pincoffs, J. S. Lindsey, L. E. Church, Bruce Carter, and W. R. Archer, Houston; J. W. Stewart, Sherman; Ed Williams and A. H. Demke, Stephenville.

INGREDIENT and supply men present included: Molasses, F. H. Snell, Sugar Land. Soybean oil meal, K. J. Maltas, Decatur, Ill. Dry milk, C. W. Sievert, Chicago. Bags, Jack Hurey, Fort Worth. Alfalfa, N. B. Waldo, El Reno, Okla. Poultry remedies, C. P. Mehaffy, Fort Worth. Citrus meal, R. C. Bentley, Weslaco. General ingredients, Royce Dorsey, Fort Worth. Cottonseed meal, Ray W. Wilson, Dallas.

### Fattening Turkeys

T. H. Jukes of the University of California made a comparison of three types of finishing mashers for fattening turkeys from 18 to 30 weeks of age. One contained 32 per cent of protein and the other two 20 per cent of protein, with one of the latter containing 3 per cent of dehydrated molasses and the other none. Each was supplemented with whole scratch grains (wheat 40—barley 60).

All rations produced satisfactory gains, the average gain in 12 weeks ranging from 9.5 to 10 lb. for males and approximately 5 lb. for females. The consumption of scratch grain was relatively much higher with the high protein mash so that the protein content of the total feed consumed was 18.2 as compared with approximately 16 per cent on the lower protein mashers. The feed required per unit of gain and feed cost per pound of gain was very similar for the three rations.

### Feed Prices

The following table shows the closing bid price each week for June futures of standard bran and gray shorts, spot cottonseed meal and No. 1 fine ground alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

	Minneapolis		Kansas City	
	Bran	Spot Midds	Bran	Shorts
Feb. 25.....	18.50	18.50	13.25	17.75
Mar. 4.....	18.50	19.50	13.50	18.10
Mar. 11.....	19.00	19.75	13.10	17.25
Mar. 18.....	19.50	20.00	13.85	17.75
Mar. 25.....	20.00	20.00	13.70	17.25
Apr. 1.....	20.00	20.25	13.90	17.50
Apr. 8.....	20.25	20.50	14.85	18.10
Apr. 15.....	21.00	21.50	14.85	18.20
Apr. 22.....	24.00	24.00	15.25	17.70
Apr. 29.....	26.00	26.00	15.90	19.10
May 6.....	22.00	23.00	15.35	19.65
May 13.....	19.50	21.50	14.60	18.90
May 20.....	18.00	20.00	15.50	20.45

	St. Louis*		Chicago	
	Bran	Shorts	Soybeans	Meal
Feb. 25.....	16.40	19.75	83 1/4	23.00
Mar. 4.....	16.50	20.25	84 1/4	24.20
Mar. 11.....	16.30	19.25	89 1/2	24.20
Mar. 18.....	16.90	19.75	90	24.20
Mar. 25.....	17.00	19.25	89 1/2	23.70
Apr. 1.....	17.10	19.75	88 1/2	23.70
Apr. 8.....	18.00	20.25	87 1/2	23.50
Apr. 15.....	18.00	20.25	88 1/4	24.20
Apr. 22.....	18.25	19.85	88 1/2	25.20
Apr. 29.....	19.30	21.40	91 1/8	25.20
May 6.....	18.50	21.75	97 3/4	25.20
May 13.....	17.50	21.25	98	26.20
May 20.....	18.50	22.75	97	26.20

	Cottonseed Meal		Kansas City		Chicago	
	Ft. Worth	Memphis	Alfalfa	Corn	Corn	Corn
Feb. 25.....	27.00	21.50	19.25	49 1/4	49 1/4	49 1/4
Mar. 4.....	27.00	21.50	19.25	49 1/2	49 1/2	49 1/2
Mar. 11.....	28.00	21.50	19.70	48 1/2	48 1/2	48 1/2
Mar. 18.....	29.00	22.00	19.70	48	48	48
Mar. 25.....	29.50	22.00	19.25	48 1/4	48 1/4	48 1/4
Apr. 1.....	30.00	22.75	19.25	48 1/2	48 1/2	48 1/2
Apr. 8.....	30.00	22.50	19.25	49	49	49
Apr. 15.....	30.00	23.50	19.00	49 1/2	49 1/2	49 1/2
Apr. 22.....	30.00	24.00	19.00	50 1/2	50 1/2	50 1/2
Apr. 29.....	30.00	24.00	18.50	49 1/4	49 1/4	49 1/4
May 6.....	30.00	24.25	19.00	52	52	52
May 13.....	30.00	24.00	18.50	52 1/4	52 1/4	52 1/4
May 20.....	30.00	23.50	18.50	52 1/4	52 1/4	52 1/4

\*St. Louis bran, basis Chicago delivery; shorts St. Louis delivery.

## Grain Shipping Books

**Record of Cars Shipped** facilitates keeping a complete record of each car of grain shipped from any station, or to any firm. It has the following column headings: Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. Book contains 80 double pages of ledger paper, size 9 1/2 x 12 inches, with spaces for recording 2,320 carloads. Well bound in heavy black pebble cloth with red keratol back and corners. Shipping weight, 2 1/2 lbs. Order Form 385. Price \$2.50, plus postage.

**Sales, Shipments and Returns.** Is designed to save time and prevent errors. The pages are used double; left hand pages are ruled for information regarding "Sales" and "Shipments"; right hand page for "Returns". Column headings provide spaces for complete records of each transaction, one line. Book contains 80 double pages of ledger paper, size 10 1/2 x 15 inches, with 8-page index. Spaces for recording 2,200 cars. Bound in heavy canvas with keratol corners. Weight, 3 1/4 lbs. Order Form 14AA. Price \$3.35, plus postage.

**Grain Shipping Ledger** for keeping a complete record of 4,000 carloads. Facing pages are given to each firm to whom you ship and account is indexed. Book contains 80 double pages of ledger paper with 16-page index, size 10 1/2 x 15 1/2 inches, well bound with black cloth covers and keratol back and corners. Weight, 4 lbs. Order Form 24. Price, \$3.50, plus postage.

**Shippers Record Book** is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size 9 1/2 x 12 inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of each shipment. Bound in heavy black cloth with keratol back and corners. Shipping weight, 2 1/2 lbs. Order Form 20. Price \$2.50, plus postage.

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**Grain Receiving Register** for recording loads of grain received from farmers. It contains 200 pages of ledger paper 8 1/2 x 13 1/2 inches, capacity for 8,200 loads. Some enter loads as received, others assign a page to each farmer, while others assign sections to different grains. Bound in strong board covers, canvas back. Headings of columns are: "Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, Remarks." Weight, 2 1/4 lbs. Order Form 12AA. Price \$2.50, plus postage.

**Wagon Loads Received** has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." Contains 200 pages of ledger paper size 9 1/2 x 12 inches, providing spaces for 4,000 loads. Bound in heavy boards with strong cloth covers and keratol corners and back. Weight, 2 lbs. Order Form 380. Price \$2.50, plus postage.

**Receiving and Stock Book** is arranged to keep each kind of grain in separate column so each day's receipts may be easily totaled. It contains 200 pages linen ledger paper size 9 1/2 x 12 inches, ruled for records of 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight, 2 1/4 lbs. Order Form 321. Price \$2.50, plus postage.

**Grain Receiving Ledger** has 200 pages linen ledger paper and 28-page index, 8 1/2 x 13 1/2 inches, numbered and ruled for 44 entries. Well bound in pebble cloth with keratol back and corners. Weight, 3 lbs. Order Form 43. Price, \$3.00, plus postage.

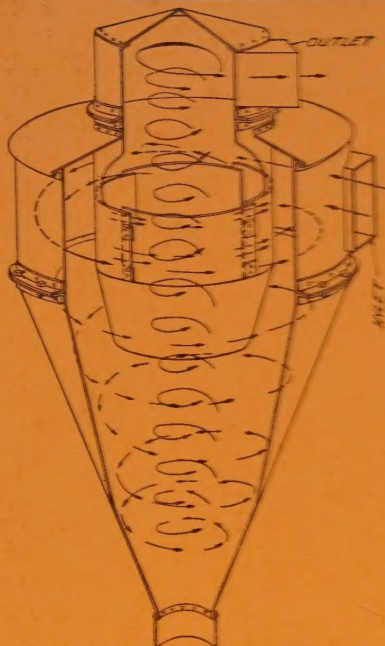
Form 43 XX contains 428 pages. Shipping weight 4 1/4 lbs. Price \$5.00, plus postage.

**Grain Scale Book** is designed to assign separate pages to each farmer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages and 28-page index, of high grade linen ledger paper 10 1/2 x 15 1/2 inches. Each page will accommodate 41 wagonloads. Well bound with heavy board covers with cloth sides and keratol back and corners. Weight, 4 1/2 lbs. Order Form 23. Price, \$4.00, plus postage.

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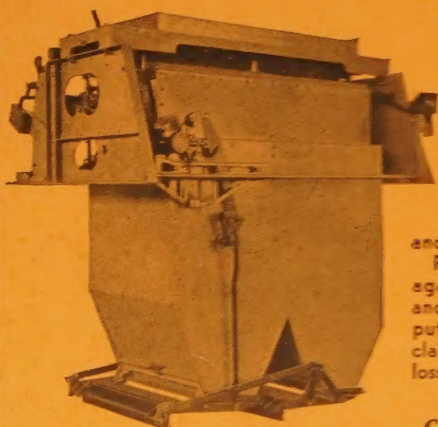
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